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Section B

Northern Colorado BUSINESS REPORT

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Eco-devos collaborate for region

But merger not on near horizon for NCEDC, Upstate

By Steve Porter
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Northern Colorado's two economic development organizations are taking steps to work

more closely together to accomplish their common mission: Bring good-paying, primary jobs to Northern Colorado.

But they're not quite ready to take that extra step and become a single, unified organization.

"We've talked about the 800-pound gorilla in the room, a merger of the two economic development organizations," said John DeWitt, chairman of the board for Upstate Colorado, which focuses on Weld County. "It

needs to be well-thought-out. What are the benefits? Does it bring us one more job? I don't think the answer is yes. It's maybe."

George Hayes, chairman of the board for Northern Colorado Economic Development Corp. that puts its emphasis on Larimer County, agreed it's too early to say.

"It hasn't been ruled out," he said. "I don't think it's the first step either organization wants to take. The first step is to find as many

See ECO-DEVOS, 8A

Entrepreneurial CSURF connects to market

New flavor has kicked tech transfer program into overdrive since '06

By Kristen Tatti
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The university isn't just for academics anymore. The Colorado State University Research Foundation is helping to make researchers into entrepreneurs, effectively taking technology from the lab to the marketplace.

CSURF has been around a long time; it was founded in 1941 as the nonprofit Colorado A&M Research Foundation. The agency not only handles technology licensing, but also real estate and large equipment purchases for CSU. But only in the past few years has CSURF really revved up its technology transfer functions.

"Prior to 2006, technology transfer was a really solid operation that connected CSU with the private sector, mostly through licensing technologies," explained Mark Wdowik, vice president of CSURF's technology transfer office. "Beyond 2006, it took a different flavor."

Wdowik was hired at CSURF in 2006, after spending six years honing the technology transfer office for the University of North Carolina-Charlotte, an office that he launched. His addition to the CSURF team, which in 2006 totaled about six employees and is now above 30, kicked off a new era for tech transfer activity.

Wdowik, himself, is a good example of the

entrepreneurial spirit that lies within the university's academics. He holds engineering degrees from the University of Illinois, and built and sold Critical Dimension Inc., a Fort Collins technology company specializing in intellectual property development.



Illustration by Matt Olsen, December 2000

During his tenure at UNC-Charlotte, he saw 18 biotechnology firms spin off.

Superclusters

The "new flavor" for CSURF tech transfer included a dash of proactivity and a splash of business development. In 2007, CSURF formed CSU Ventures to act as the business development arm of CSU's Supercluster initiative.

The Supercluster setup aligns academic researchers, economists and business experts in an effort to advance research to the marketplace. CSU Ventures assists researchers as a development partner, guiding them through the intimidating world of business. Each Supercluster is paired with its own business arm:

- Clean Energy Supercluster and Cenergy;
- Infectious Disease Supercluster and MicroRX;
- Cancer Research Supercluster and NeoTrex.

Even with the all-star team of business consultants helping to steer them and years of university and grant-funded research in pocket, early-stage spinoffs are still plagued by the prospect of raising capital. Venture capital firms, especially in the current economic environment, have little interest in investing in risky young companies. To that end, CSU

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**BUSINESS
REPORT**

Cancer Center of the Rockies joins PVMG

Specialty practice latest to embrace employment model

By Steve Porter
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FORT COLLINS — Cancer Center of the Rockies is joining Poudre Valley Medical Group, a move that becomes official Aug. 1.

Founded in 1979 as the first dedicated cancer care center in Fort Collins, the independent specialty practice will give up its autonomy as its doctors and staff become employed by Poudre Valley Health System.

Cancer Center of the Rockies joins Heart Center of the Rockies and, most recently, the 60-plus-doctor Greeley Medical Clinic as fellow members of the multi-specialty PVMG, created in March.

Pam Brock, PVHS vice president for strategic planning, said the addition of Cancer Center of the Rockies brings PVMG to “about 100” health-care providers in 21 specialties.

The Cancer Center



BROCK

has five physicians, Miho Toi Scott, M.A., M.D.; Paolo Romero, M.D.; Anne Kanard, M.D.; Regina Brown, M.D.; Matthew Sorensen, M.D.; and a physician’s assistant, Tricia Smikahl. The center specializes in the treatment of cancers and blood disorders.



YOSSES

Cancer Center of the Rockies did not return phone calls seeking comment for this story.

Barbara Yosses, PVHS’s vice president of ambulatory services and PVMG’s CEO, would not say if PVHS or CCR made the first overture to join PVMG but noted “most of the time the physicians approach us.”

Yosses said being part of PVMG relieves physician and medical group members of the burden of billing, accounting, collections and other paperwork so they can focus on practicing medicine.

“It relieves them of the responsibilities of running their practice themselves so they can get ready for the health-care reform,” she said. “They can concentrate on taking care of patients.”

Massive changes in health care related to the new federal reform act are expected to put an additional regulatory burden on practices. At the same time,

organizations like PVHS — which also owns Poudre Valley Hospital in Fort Collins and Medical Center of the Rockies in Loveland — are positioning themselves to become as integrated and self-contained as possible.

That’s all the more important for PVHS as it faces competition from Banner Health System in Northern Colorado. Phoenix-based Banner owns McKee Medical Center in Loveland and has a contract to operate North Colorado Medical Center in Greeley. Both organizations have been stepping up their efforts in recent years to align with regional medical practices.

Continuing relationship

Brock said the addition of Cancer Center of the Rockies to PVMG, which has its main office at 2121 E. Harmony Road in a medical campus owned by PVHS, is a continuation of a close relationship that’s been ongoing.

“For many years, PVHS has worked hard building trust with these physicians and knowing we can work together,” she said.

Cancer Center of the Rockies is part of the Poudre Valley Hospital Cancer Network, which also includes Front Range Cancer Specialists and other surgeons and physicians.

Yosses describes PVMG as “a wholly-owned subsidiary of Poudre Valley Health System and formed to act as a

“They can concentrate on taking care of patients.”

Barbara Yosses, CEO
 Poudre Valley Medical Group

group practice model.”

She said those who join the medical group become employees of PVHS but are “absolutely free” to send their patients to whatever facility might be best for their treatment.

“We do not dictate to physicians where’s the best place for care,” Yosses said.

Heart Center of the Rockies joined PVMG in June and Greeley Medical Clinic — which Yosses headed before moving to PVHS in March 2009 — joined PVMG on July 11. Brock said PVMG is “growing quickly.”

“Physicians are looking around and figuring out how they want to practice,”

See **CANCER CENTER**, 19A

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THE EYE

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It's Friday evening. You don't have a date so you head to library. As you pull your selection off the shelf someone else grabs the same book. Your hands touch. You lock eyes. She blushes, you nervously chuckle. You ask if she'd like to grab a coffee with you. She accepts. You still check out the book — maybe you'll read passages to each other later.

OK, that last part is a little cheesy. But to illustrate that more than a good book can be found at the library, **Poudre River Public Library** held a speed-dating night for single men and women ages 25 to 40 last Friday.

Attendees signed up on the library's website — www.poudrelibraries.org — and the dates held at a meeting space at the main library. The night's prompt to get the conversation going? Your favorite book, of course.

There was a "good turnout" according to Jean Gullikson, interim main library manager for PRPL. "Several asked to do it again."

Gullikson said the evening was capped at seven pairs to keep the conversation volume manageable because no librarians were on hand to "shush" anyone talking too loud.

If PRPL receives an adequate number of sign-ups, a speed-dating night for singles aged 41 to 55 is scheduled for Aug. 20, with plans to hold more nights in the future.

Want to participate? Check it out on PRPL's website, along with all of the library's upcoming events.

Otter not boxed in by rapid growth

Downtown properties acquired to prepare to meet future demands

By **Kristen Tatti**
ktatti@ncbr.com

FORT COLLINS — Northern Colorado's fastest growing company will soon transform a swath of downtown Fort Collins into a corporate campus.

For the last few months, OtterBox founder Curt Richardson and his wife, Nancy, have scouted out and scooped up five properties west of Old Town as part of a plan for the near future. Richardson envi-

sions a setting spanning several city blocks that will allow the company to expand to around 500 employees.

Like the adage, when it rains real estate, it pours. After deals for seven potential properties fell through over the course of several years, OtterBox finally found its new headquarters in the former Stantec Consulting Inc. building. Cement is now being poured at 209 S. Meldrum St., which by next spring will be Otter-central.

"At the rate of growth we're at right now, when that building is done it will be full," Richardson said.



RICHARDSON

To avoid that situation, Richardson bought the 15,000-square-foot building at 318 Canyon Ave. in March, for a bargain price of \$1.98 million. According to Larimer County records, it was last purchased in 2000 for \$2.18 million. Richardson had at first considered leasing the facility rather than fill it with Otters right away.

"I'm glad we didn't rent it, because we need it," he said.

Richardson has learned the value in planning for growth. OtterBox is already adding 50,000 square feet to its 32,000-square-foot warehouse facility. The building was purchased in late December for \$3.2 million with room for expansion on nearly three acres in the Interstate Business Park near the interchange at Mulberry

See **OTTERBOX**, 18A

F O C U S

Products help keep skin in the game



SKIN REJUVENATORS — Janet Kendall displays some of the products that are part of Laskin Medical Skin Systems, which opened an office in Greeley last fall and will open a Fort Collins office in August. Kendall said the prescription-strength products can banish age spots, slow the aging process, heal wounds and effectively treat acne in adolescents and adults.

Steve Porter, Northern Colorado Business Report

Formulas to treat blemishes, flaws created in Greeley

By **Steve Porter**
porter@ncbr.com

GREELEY — For Janet Kendall, founding her own skin-care business was the culmination of a personal journey of seeking help for an embarrassing problem.

"I developed hyper-pigmentation on my face," Kendall said. "Strangers would come up and try to brush dirt off my face."

Over-the-counter remedies offered by "experts" didn't help. "I spent a fortune, but everybody lied to me and it got worse," she said.

After attending beauty school, Kendall learned the only products that really worked were prescription-strength formulas. And with the help of a master pharmacist, Kendall said she was able to develop a product that has shown amazing results in removing skin discolorations, healing wounds and acne and slowing the aging process.

She opened Laskin Medical Skin Systems in Greeley last September and has begun offering her products to clients with a variety of skin conditions mostly caused by too much sun, overactive hormones and overly sensitive skin. A slide show of before-and-after client photos runs in her waiting room at 1711 61st Ave.

"We do document everything, because people forget how far they've come," she said. "It's taken four years to get here — a long time and lots and lots of testing."

Paraben-free

Kendall contracted with a Food and Drug Administration-approved laboratory in Texas to produce her paraben-free formulas. Parabens are anti-microbial preservatives found in almost every commercial hair and skin product.

Kendall, 46, does not have a medical license but relies on Gregory Denzel, M.D., to oversee the prescribing of her products.

Denzel, a former family practice and urgent care physician, owns Pure Medispa and Salon in Water Valley, specializing in laser liposuction. Denzel said he has complete faith in Kendall and her products.

"I've known Janet a long time and really trust her judgement and dedication," he said. "She's very meticulous about learning the science behind the medications and using them properly. I'm convinced they

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NCBR breakfast honors women for second year

By NCBR Staff

LOVELAND — More than 70 awesome women were nominated for the *Northern Colorado Business Report's* 2010 Women of Distinction Awards. The selections have been made, and now it is time to make plans to honor the achievements of this year's recipients.

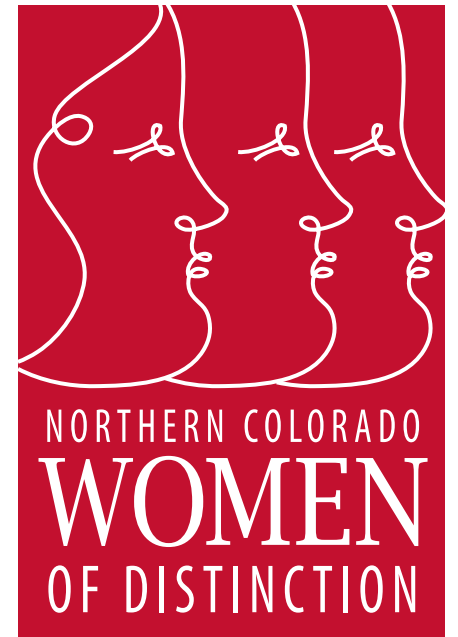
Awards will be presented at the Women of Distinction breakfast at the Embassy Suites-Loveland on Aug. 12, 7:30 to 9:30 a.m.; registration begins at 7 a.m.

Women of Distinction is the premier celebration recognizing female leadership in Northern Colorado. Whether business professionals or community leaders, philanthropists or educators, these women choose to exert their time and considerable talents in ways that strengthen not only their organization's interests but the entire community.

Honorees have been selected in seven business categories: Banking and finance; education; real estate, construction and development; health; government; nonprofits – creative industries; and nonprofits – health and human services. In addition, an outstanding mentor and an exceptional volunteer have been chosen for this second annual event.

Last year, more than 400 people – men and women — and a couple of honored canines made the inaugural edition of this regional celebration not just a sellout but an overflow crowd. The energy created that day has carried forward through the efforts of that first group of honorees, not just in the words of their inspiring presentations, but also in a wider focus for the event.

This year, proceeds from Women of Distinction will be donated to three nonprofit organizations that support all women in the region: Crossroads Safehouse in Fort Collins, A Woman's Place in Greeley and the WomenGive



program of the Larimer County United Way.

Registrations are filling fast for this eagerly awaited event. Reservations are available online at www.ncbr.com; click on Events under the Departments heading on the homepage. Individual tickets are \$39; corporate tables of eight are available for \$400.

Poudre Valley Health System returns as the title sponsor for the Women of Distinction awards. The Better Business Bureau serving Northern Colorado and Wyoming and EKS&H are this year's presenting sponsors. Other sponsors include First National Bank Investment Management and Trust, Cancer Center of the Rockies and Orthopedic and Spine Center of the Rockies, Cache Bank and Trust, Palmer Flowers, and Davinci Signs. A limited number of corporate sponsorships are still available. For information, contact De Dahlgren, NCBR marketing director, 970-232-3132 or events@ncbr.com.

C O R R E C T I O N S

The *Business Report* will correct any errors that appear in its pages. To suggest a correction or clarification, please contact editor Kate Hawthorne at 970-221-5400, ext. 212, or e-mail her at khawthorne@ncbr.com.

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Investors return to commercial properties

Despite challenges, some of that cash comes off sidelines

By Kristen Tatti
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Commercial real estate has been the long-anticipated next shoe to drop in the economic downturn. But local professionals are seeing activity pick up despite continuing challenges of valuation and financing.

Commercial real estate is part of Northern Colorado's economy of relativity. Things are still well below their peak of a few years ago, but doing well relative to last year.

"We're up 75 percent over where we were this time last year," said Realtec broker Jason Ells. "We are certainly encouraged to see buyers coming back."

Realtec brokers have seen increased lease and sale activity across most sectors. Areas of strength and weakness vary slightly within the region. However, industrial/primary employer interest appears to be generally strong while land remains soft.

"In Greeley, things are picking up due to the industrial sector," said Realtec broker Mark Bradley. "It's an encouraging sign because it points to primary employment."

With the Leprino Foods facility under construction, JBS beefing up its sites and

other potential employers sniffing around, there could be a trickle-down effect in the works that will see an uptick in office and retail as well.

Tom Reznik, a Realtec broker who focuses on the Loveland market, has been fielding more calls from economic development officials with users "kicking the tires" for large industrial spaces.

Ells said that industrial building will likely be the only activity in the next few years, due to a lack of industrial flex space. Rexel Inc., for example, looked for almost a year for an existing building before deciding to build its own distribution facility near Crossroads Boulevard.

Green shoots popping up

"We've got some industrial interest," said Steve Kawulok, broker with Sperry Van Ness.

All of the brokerage's listed industrial properties are currently being considered by potential users ranging from local companies in the search for more space to international firms looking to enter the region.

"The green shoots are popping up,"



BRADLEY

he said. Most of the activity, so far, has been inquiry and planning for implementation in the later part of the year.

"We thought that distressed properties would have a bigger splash," he said. Sperry Van Ness has already sold two former New Frontier Bank properties – the Longmont branch on Main Street to IBMC and the administrative building in Greeley to the Weld County Library District.

Properties purchased with New Frontier loans are not having the impact on the market that was once feared, though. For the purchasers of the loans, the pain was already absorbed by the Federal Deposit Insurance Corp. The new investors have more wiggle room to restructure loans or, if they foreclose, to improve or hold onto the properties for a higher price.

"Distress is being eked into the market, so it hasn't had a great influence," Kawulok said.

It appears that bank-owned or regulator-sold properties aren't having a large damaging effect across the country, either. Nationally, commercial property prices are improving. The Moody's Commercial Property Price Indices increased 3.6 percent in May, following a 1.7 percent improvement in April. However, prices are still 38.9 percent below their peak in October 2007.

"There are some really good deals out there," Reznik said. Bradley added that he's seen some office properties sell for a fraction of the construction cost.

Low prices are starting to bring in investor interest. The well-watched

"money on the sidelines" is finally jumping into major metropolitan markets, resulting in investor bidding wars.

"It hasn't yet been demonstrated here except for a select few properties," Kawulok said.

Investors sick of waiting

The brokers at Marcus & Millichap are starting to see signs of investor interest in Northern Colorado.

"The uncertainty really kept a lot of buyers on the sidelines," said Jason Ortiz. "My interpretation of what's going on now is that there are a number of investors that are sick of waiting."

The investment opportunities outside of real estate aren't very attractive now, as rates on money market accounts remain low and the stock market continues to be a rollercoaster.

Ortiz is seeing investor interest pick up in the region, though not heavily. He has six investment deals under contract for various property types. Marcus & Millichap recently sold a Cheyenne, Wyo., property that received 13 offers in three weeks for above its listing price.

Financing, of course, remains a sticking point; around 85 percent of the offers Ortiz is seeing are cash.

Investment activity hasn't hit the land market yet. North of Colorado Highway 7, where 930 land parcels are available, there have been only 11 market sales. At this rate, Kawulok pointed out, there is a 40-year supply of land. Values are so low that some property owners with the wherewithal to do so have stopped actively mar-

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Big ideas come in very small packages

Nanopartz thinks bioscience uses might be golden

Nanopartz might be a small company producing really small things, but its vision is big. So big it's created a bioscience spinoff, NanopartzRx.

Nanopartz, was founded in Salt Lake City in 2007 and moved its five employees to Loveland in the second half of 2009. The company makes nanoparts of gold, including spherical gold nanoparticles, gold nanorods, micron-sized gold and gold nanowire.

To put Nanopartz products into perspective, nanoscale objects are 100 to 10,000-times smaller than human cells.

As tiny as nanoparticles are, their applications and markets are nearly endless. Nanoparticles are used in touch screen displays, printed circuit boards, solar panels, imaging technology and bioscience, and new applications are being discovered routinely. Nanopartz has 1,500 customers in 30 countries around the world, mostly researchers.

NanopartzRx intends to focus Nanopartz' patented gold nanorods for application in the cancer therapeutics market. Company president Christian Schoen and business partner Shelley Coldiron recognized early the potential to spin off companies to apply the tech-

nology in various ways.

"The idea is for Nanopartz to be the material supplier," Schoen said.

With such a broad and expanding market, there are many potentially competing nanoparticle suppliers. Nanopartz' niche, he explained, is that the company has patented a method to make all of its nanoparticles the same size.

In therapeutic and diagnostic applications, that is key to proper identification. If all the nanoparticles were different sizes, they would be very difficult to spot. But it's the ability to "tune" its gold nanoparticles — specifically the nanorods — the led to the recent spin-off.

Len Pagliaro, CEO for NanopartzRx, explained that there are several forces at work that make the rods a promising option for literally zapping cancer tumors. The first consideration is the characteristics of the tumors. Cancer tumors have been proven to react to hyperthermia — they can be eradicated by heat. The problem in using heat as a therapy is getting temperatures hot enough to damage the tumors (around 113 degrees Fahrenheit is ideal) and



TECHNOLOGY

Kristen Tatti

localized enough not damage other parts of the body.

That's where Nanopartz' precision gold nanorods come into play. The length of the rods can be changed to tune them to absorb different wavelengths — such as infrared — to heat up locally. Another characteristic of cancer tumors, known as the Enhanced Permeability and Retention effect, causes molecules to accumulate in a tumor preferentially. So, by introducing batches of identical, appropriately sized gold nanorods, NanopartzRx proposes that cancer cells can be targeted with infrared lasers. The application has already proven successful in mice.

"In all solid tumors, it's worked so far," Pagliaro said.

Despite the broad success, NanopartzRx plans to first target skin cancer. Pagliaro believes that doctors and patents alike will be more accepting of the new therapy if it's less invasive, for example, used to treat tumors at or near the surface of the skin. Many dermatologists already have infrared lasers in their offices, so no additional equipment would be needed.

"We feel it's a logical way to start," Pagliaro explained. The market for skin cancer therapeutics is around \$1.5 billion annually.

The company is currently seeking investments to move into the next stages of testing — starting with cat and

dog models. Schoen believes that the nanorods could be used to treat skin cancer in humans in as soon as six years with proper funding.

Up to this point, the testing has been supported from material sales as well as some government grants. Pagliaro added that they are considering venture capital funding or partnerships with other firms.

"There are some good possibilities along the Front Range," he said.

The concentration of possible partners in Colorado is good for Nanopartz but wasn't key to its move here. Schoen said it was more of a quality of life decision — his wife liked the Colorado Front Range. Cementing the deal, the Northern Colorado Economic Development Corp. work with Metro Denver Economic Development to find a suitable building at a good price.

Nanopartz offices and labs are located in the former Eheart Flooring America building in Loveland. At almost 10,000 square feet, Schoen believes his is the largest nanoparticles lab in the world. The company expects to grow into it, too. It could employ up to 50 within five years, becoming a pretty big company making very tiny things.

Kristen Tatti covers technology for the Northern Colorado Business Report. She can be reached at 970-221-5400, ext. 219 or ktatti@ncbr.com.

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Bumper stickers raise ire of NISP opponents

Northern district: Stickers fair game in water storage dispute

ERIE — Brats, burgers and beans — and bumper stickers — were on the menu July 15 as an estimated 200 farmers, ranchers, elected officials and office seekers, and water district supporters turned out for the second annual water rally for the Northern Integrated Supply Project.

The gathering of true believers at Anderson Farms north of Erie — at times resembling a high school pep rally on a hot summer day — was to reaffirm once again Northern Colorado agriculture's support for NISP, which would include two new reservoirs to store water from the Poudre and South Platte rivers for agricultural and municipal use.

Enjoying the barbecue and lemonade at a shaded picnic table, Fort Morgan water resource director Gary Dreesen said his town's support for NISP was rock solid. "There's so much water going out of state it's a no-brainer," he said.



AGRIBUSINESS
Steve Porter

"Without it, the city would have to build some kind of expensive treatment plant."

Fort Morgan, along with 10 other towns and four water districts, have signed up to buy water from the estimated \$490 million NISP project if it gets long-sought final approval from the U.S. Army Corps of Engineers. A final report on potential environmental impacts is expected within the year.

But the highlight of this year's rally was the free distribution of 500 bumper stickers proclaiming "Save the Poudre: Store It In Glade." Glade Reservoir would store about 170,000 acre-feet of Poudre River water at the mouth of Poudre Canyon northwest of Fort Collins as part of NISP.

The stickers were printed and distributed by Northern Colorado Water Conservancy District. They clearly poked fun at the Save the Poudre coalition, a collection of environmental groups opposed to NISP that has been using "Save the Poudre" as their rallying cry to stop the project. And while the stickers flew off tables and onto vehicles, their distribution at the rally was excoriated by Save the Poudre: Poudre Waterkeeper director Gary Wockner.

Wockner fired off a press release on July 14 — the day before the rally — threatening possible legal action over what he saw as "trademark and copyright theft" of the name Save the Poudre.

"We've been so successful at stopping their project, they now are desperately resorting to stealing our name," he said.

"It's sad and stupid."

NISP opponents claim the project would destroy the Cache la Poudre River.

On July 21, Wockner and his allies sent a "cease-and-desist" letter to the water district demanding that it immediately stop using the offending stickers and other materials or face a possible lawsuit. Wockner said NISP opponents registered the Save the Poudre trademark with the Colorado Secretary of State in January and have applied for a trademark from the U.S. Patent Office.

Brian Werner, district spokesman, said the entire batch of 500 stickers have been given away and there are no plans to print any more even though he's still getting calls for them. But it's not because of any threat, he said.

"We don't have any more bumper stickers — they're all gone," he said. "They may become collector's items, I don't know."

Werner said the stickers were a response to Save the Poudre bumper stickers and were printed with the approval and funding of the NISP participants. "The NISP participants said,

'Let's let the public know there's another side to it,'" he said. "That's why we did it."

Luke Santangelo, a Fort Collins attorney specializing in intellectual property law, said the Save the Poudre Coalition — even if it had an official trademark — probably couldn't prevail in a civil suit because Save the Poudre is too generally descriptive and not unique enough to guarantee protected use.

Werner said the sticker episode injected a note of humor in what has

"They may become collectors' items."

**Save the Poudre
Store it in Glade**

Brian Werner, spokesman
Northern Water Conservancy District

become an expensive and protracted battle over NISP. "But we're serious when we say 'save,'" he said. "Save means to store it. It's about (wet) years like this when we could have had Glade Reservoir half to two-thirds full."

Steve Porter covers agribusiness for the Northern Colorado Business Report. He can be reached at 970-232-3147 or at sporter@ncbr.com.

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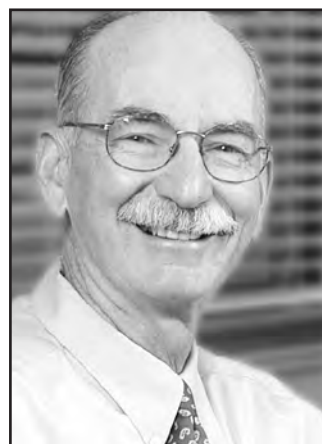
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ways to collaborate as we can.”

Last month, representatives of the boards of both Upstate and NCEDC discussed how the two could find more opportunities to deliver services in the two-county region.

“We recognize that the assets that attract and retain quality employers in our area transcend jurisdictional boundaries,” said DeWitt, in a press release. “It is the composite of these educational, business, transportation and lifestyle characteristics that make this region a highly desirable business location.”

The board members noted an



DEWITT

increasing level of collaboration on marketing the region. They cited the publication of a two-county Economic Profile, joint marketing at trade shows and site selector conferences, and an effort by both to seek more investment by renewable energy companies.

Mike Masciola, NCEDC’s chief operations officer and senior vice president, joined Larry Burkhardt, Upstate’s president and CEO, on a trip to Texas in May to market the region to one of the largest wind power conferences in the world.

Unified pitch

Masciola said the intent was to amplify the strengths of each county and make a unified pitch for the region.



MASCIOLA

“If a company was interested in Northern Colorado, Larry and I were able to pitch all the assets throughout the region,” he said. “If they wanted to hear about the industrial side, Larry could talk about that, and if they wanted to hear about the research side and Colorado State University, I could talk about that.”

Masciola said the Texas trip did indeed prove fruitful. “As a total group, we came out with about 30 solid leads.”

Weld County, especially the Windsor area, has been a focus of alternative energy growth in recent years with the addition of Vestas Americas, Hexcel and other companies. At the same time, CSU has taken a leadership role in advancing



BURKHARDT

alternative energy research through its Clean Energy Supercluster.

Masciola said Burkhardt asked him to join Upstate’s clean energy marketing committee because NCEDC didn’t have one.

“I credit it to Larry,” he said. “He reached over and invited me to participate in that committee and I accepted his invitation. The focus is we both have the same target of attracting clean energy.”

Burkhardt acknowledged a closer association is growing based on a shared desire to attract good jobs. And that means keeping an open dialogue between the two entities and with others.

“When I go in and talk to a site selector, I can tell them we’ve done quite well in Weld County,” he said. “But I can increase the impact of our message when I say we’re less than one hour from DIA and have research facilities at CSU and CU and the School of Mines. By that time the eyes of the site selector get bigger and bigger and they realize this region is a leader in the renewable energy sector.”

Burkhardt said having Upstate and NCEDC both become members of the Metro Denver EDC, a nine-county regional marketing group, has also sharpened the focus on attracting new employers.

“Together, if we work to promote the Denver metro area, we’re going to get our fair share of that,” he said.

Growing collaborative spirit

A growing spirit of collaboration is something both organizations can agree upon. Masciola said he noticed it as soon as he took over as head of NCEDC following the resignation of former CEO Maury Dobbie in May 2009.

“Since last May when I started in this job, Larry and I have actively been working together and communicating quite often about where we can work together and create better efficiencies for both organizations,” he said.

NCEDC’s Hayes, who came to the area in 2007 to become president of Medical Center of the Rockies, said moving more toward collaboration should help reduce any perception of competition.

“I don’t really know how competitive they have been in the past or how people perceive that, but we want to give less of a perception of that,” he said.

But when it comes to actually merging the two organizations, Upstate and NCEDC officials are circumspect. “We’re definitely open to thinking outside the box when it comes to new ideas and doing things differently,” DeWitt said. “It just has to be done for the right reasons.”

More discussions will be held by both boards before anything definite is decided about a merger, Hayes noted. “We’re kind of going through that process of asking if it’s better to have one united or two separate organizations,” he said. “If that meets the needs of both organizations, great. But we need to see what the boards think about that.”

Masciola said his perception is that a merger is something that’s still a bit farther down the road – if it happens at all.

Burkhardt won’t discuss the possibility of a merger at all, saying it is a “policy matter” for the two organizations’ boards of directors. But he said the concept of collaboration is one that can be taken much farther with more benefits for all in the region.



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STEPPING OUT

Kress kitchen proves worthy understudy

Movie mavens keep menu rolling after Island departure
 Page 15A

ETC.

On The Job

People in the news, on the move
 Page 10A

Briefcase

Regional business developments
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LISTS

Region's largest

Land brokers

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Commercial real estate brokerages

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Industrial real estate brokerages

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Retail real estate brokerages

Page 8B

Office real estate brokerages

Page 9B

Hires, fires shape company culture

Best applicant not always the one most technically qualified

By Anne Cumming Rice
 news@ncbr.com

In an economy where dozens — if not hundreds — of people apply for every job available, it's easy for employers to become cavalier with hiring and firing decisions.

"One of the biggest mistakes I see companies make is to hire the most technically qualified person in a tough economy," said Chris Hutchinson, president and CEO of Trebuchet Group, an organizational improvement firm in Fort Collins. "But it's not more years of experience that matters."

Today's economy makes it even more important for employers to hire — and fire — to shape their company culture. To do that, employers have to be intentional about creating a positive culture and choosing people who fit into it.

Culture and values

A company culture exists whether management is purposeful about creating one or

See CULTURE, 17A

Tips for creating a good company culture

If you want your workplace to be the place to work, implement these practices:

- **Likeability factor in hiring:** Consider whether potential employees will get along with the others they would be working with.
- **Respect in firing:** Don't bad-mouth the person you just fired. Consider the impact of the firing on other employees — don't be the instigator of gossip.
- **The big picture:** Emphasize how your company makes the world a better place from day to day. Make your employees feel like they matter by emphasizing how their individual jobs make the world better.
- **Culture of improvement:** Ask your employees, "How can I be a better boss?" Don't get defensive or disagree with what they say. Then take what's meaningful and make changes to your management style.
- **Transparency:** Keep your employees in the know. For example, consider an open-book management policy, in which you allow employees to see the company's financials. This allows them to see exactly where the money is going and keeps misconceptions and gossip to a minimum.



SOURCE: WWW.CHOOSEPEOPLE.COM.

Internships develop next generation



GUEST COLUMN

Scott Theodore

Identify future stars with well-structured program

At a time when many companies aren't comfortable committing to permanent hires, it may be tempting to take on more interns to fill some of the labor gap. If an internship program is developed thoughtfully, it can turn into a pipeline of talent, and possibly even the next generation of an organization's leaders.

Internship programs can help identify exceptional talent and future stars. Interns who complete a well-structured program have both beneficial industry knowledge and a strong understanding of a company's culture and

operations. At Northwestern Mutual-Denver, almost half of our leaders rose through our internship program — a program that for 14 years has earned a top 10 ranking in the financial services industry from the Vault Guide to Top Internships.

Follow five guideposts for developing an internship program to foster future leadership:

1. Don't be shy. Broad promotion of an internship program is important. Instead of limiting intern recruitment to just one or two schools, visit most of the universities and colleges in the area to ensure that the applicant pool is as deep as possible. Working closely with the career services departments and individual faculty members to identify promising students, sponsoring campus events,

See INTERNS, 16A

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John Geiman and Don Overcash of Sandler Training have the antidote for face-to-face marketing anxiety and have created GameFace content specifically for company leaders who want to invest in their success. The investment is time; the value is in real dollars.

Sandler Training
Bixpo exhibitors and attendees are invited to participate in one of two GameFace presentations by Sandler Training.

THE VALUE IS \$129; REGISTRATION IS COMPLIMENTARY FOR BIXPO EXHIBITORS AND ATTENDEES.

For details and to register for GameFace at Bixpo Session 1 - "The Buyer/Seller Game" or Session 2 - "Game On!" go to NCBR.com. Click on Events under the Department heading and select the GameFace logo.

FOR MORE BIXPO INFORMATION CONTACT DE DAHLGREN, EVENTS@NCBR.COM OR 970.232.3132.

ON THE JOB

FINANCE

JoDean Lippert joined First National Bank as the mortgage lending sales manager to their Residential Lending Department. Lippert will be responsible for the continued growth and development of the department, including employee hiring and training, product portfolio and strategic planning.



LIPPERT

ACADEMICS

The Institute of Business and Medical Careers Fort Collins campus promoted **Audrey Thrash** to human resources customer support coordinator. Thrash will support and assist the front desk receptionists at all IBMC campuses, ensuring and establishing standards and support service. **Jarrold Greene** joined the Greeley campus as the new full-time allied health instructor.

LAW

Diane M. Gross accepted the position of Advanced Medical Imaging Consultants corporate attorney. Gross comes to AMIC from Poudre Valley Hospital System where she served as vice president/general counsel.

INSURANCE

Nationwide Agribusiness Insurance Co. recognized **Brian Schiller**, sales executive with Flood & Peterson Insurance, at the national sales conference as one of Nationwide's leading writers of farm insurance.

Eric Weedin of Weedin Insurance Agency completed the Certified Insurance Counselor Commercial Property Institute and the Personal Lines Institute. The insurance courses are two of five covering all major areas of the insurance field. With the Weedin Agency Inc. since 2002, he provides services in personal, commercial and life insurance.



WEEDIN

MARKETING/MEDIA

Local freelance writer and blogger **Bob McDonnell** launched his second blog called bobsheartbeats.com, which reports on business activities in Loveland. Blog posts have covered business openings and closings around the area.



MCDONNELL

Chris Kennison announced he will retire as general manager of KRFC 88.9 FM effective Aug. 31. Kennison will run Seldom Fed Productions recording studio in Fort Collins full time and stay busy his Hawaiian swing band Book 'Em Danno and teaching steel guitar to others. He will also consult on KRFC's Web development, and will return to his role as a KRFC volunteer.

ENGINEERING

Bill Hofmann, LEED AP, FIGP, GVS of Hofmann Consulting Services LLC in Loveland, has been named a Fellow of the Institute of Green Professionals. Hofmann is a certified general appraiser and commercial GreenValuation Specialist. He specializes in commercial properties and cost-segregation estimates.



HOFMANN

Wayne Thompson, PE, LEED AP joined CTL|Thompson and will oversee the geotechnical, structural, environmental, and materials engineering firm's Longmont and Boulder operations. His background includes projects in both the public and private sectors, including both new and remodels design work.



THOMPSON

MISCELLANEOUS

The International Council of Shopping Centers appointed **Joshua Birks**, economic adviser for the City of Fort Collins, as a volunteer officer for the states of Colorado and Wyoming as the Alliance Public Sector Co-Chair. ICSC is a global trade association of the shopping center industry.

Dan Dennie, director of medical imaging for Banner Health/North Colorado Medical Center, has been re-elected as board chair of United Way of Weld County for a second year.

Monte Savage, sales associates for Frito-Lay in Windsor, has been inducted into the PepsiCo President's Ring of Honor, which recognizes PepsiCo's top sales performers worldwide. Only 0.25 percent of the 85,000-member global PepsiCo sales force team wins this honor each year.

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TIME OUT



NEW BIZ – **1.** Candice Hartley, left, graphic designer for Lamp Ryneason & Associates Inc., networks with High Plains Chautauqua representatives Jane Adams and Jana Caldwell right., during the Greeley Chamber of Commerce's Business Before Hours event on July 14 featuring a new member business showcase. **2.** Del Hunter, left, owner of CMIT Solutions, John Giroux, founder of founder of Loveland 365, and Bob Snyder, an agent with Farmers Insurance, enjoy some refreshments at the July 8 Loveland Chamber of Commerce Business After Hours event at Park Regency. **3.** Lee Porter, left, sales and marketing maven at Toolbox Creative Communications, and Donna Beaman, director at the Larimer Small Business Development Center, share a laugh at the June 10 Innovation After Hours at Stonehouse Grille. **4.** Northern Colorado Economic Development Corp.'s Adam Krueger, left, and Mike Masciola chat up the city of Loveland table at the Northern Colorado Business Report's Economic Update event on July 14.

photos by Greeley and Loveland chambers, *Business Report* staff

E-mail your event photos to Editor Kate Hawthorne, khawthorne@ncbr.com. Include complete identification of individuals.

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January – A good year overall, but tough on some sectors. Thumbs up for commercial real estate, construction; thumbs down for autos. Loan pipeline to stay strong.

2006

Stonehouse Grill owners buy vacant J. Pitner space for \$1.8 million.

InViragen newest member for Fort Collins Business Incubator.

Tom Gleason inducted into Colorado Business Hall of Fame.



March – Blue Bear Funding files for Chapter 11, investors pursue \$39 million in claims.

Privacy Networks opens as part of Fort Collins Incubator.



Sarah MacQuiddy's otterhound Louie takes best in breed at Westminster Kennel Club.

Rocky Mountain Bullhorn abruptly ceases publication.

Bingham Hill Cheese abruptly quits production.

Mark Driscoll returns to First National Bank from CSU.

Avian flu discovered in UK. Health departments begin preparations for worst-case pandemics.

Former cheesemaker Tom Johnson becomes business editor of the Fort Collins Coloradoan.

May – Weld County nation's fastest growing metro area.

Applied Materials buys Applied Films.

Upstate Colorado markets still-empty HP Greeley building.

Fort Collins, DDA promoting parking lot next to Elks Lodge for downtown hotel.

Albertson's Loveland stores others in Co.

January February March April May June

SOURCE: NCBR ARCHIVES; BUSINESS REPORT RESEARCH

Mountain States Employers Council adds Northern Colorado office.



Intel occupies old Celestica building.

New Frontier Bank branches to Longmont.

The Carlyle Group buys WaterPik for \$380 million, to shut Loveland plant by end of year.

February – Sales of craft brews climb as overall beer industry loses 1 percent per year.

QLT loses patent infringement suit over flagship drug Eligard.

Greeley/Weld County Economic Development Action Partnership becomes Upstate Colorado.



AE stock price climbs 40 percent in two months, triggering automatic selloff by top execs.

Kristi and Tom Johnson sue Morning Fresh Dairy for theft of Bingham Hill trade secrets.

CU, CSU and School of Mines compete for NCAR's \$75 million supercomputing center.

Kate Hawthorne becomes full-time copyeditor at NCBR.



Grant Street Media of Denver buys NCBR's Poudre Magazine.

Local builders busy with new homes above \$400,000, while inventory of existing homes and lots creeps up.

Fort Collins Commerce Bank becomes profitable in first year.



April – Construction starts on Iron Mountain Autoplex near Windsor.

Grant Family Farms declares Chapter 11 bankruptcy.

Legislature uses Referendum C money to restore higher education, health care, transportation cuts.

Human Genome Project publishes last chromosome sequence.



June – John Q. Hammons misses deadline to break ground on Embassy Suites Loveland.

United Medical of Cheyenne clinic in Well...

Colorado for mort... brokers with sta...



What's up next

Aug. 13	2007	New Energy Economy
Aug. 27	2008	Meltdown
Sept. 10	2009	New Frontier
Sept. 24	2010	Recovery
Oct. 8		Where we go from here

Previously published anniversary stories:

NoCo on the Net	1995-96
Labor and Employment	1997
Commercial Growth	1998
Tech Bust	1999
Ag Challenges	2000
Transporation	2001
Security	2002
Health Care Competition	2003
Brewing	2004
Icons/10 Years	2005

Read these stories and view the timeline at www.NCBR.com.

If you have any suggestions for other topics, or if your company or organization is celebrating an anniversary this year, let us know at www.ncbr.com, or e-mail editor Kate Hawthorne at khawthorne@ncbr.com. We look forward to hearing from you!

EDUCATION, from 1A

Ventures recently launched a private equity fund.

CSU Fund is a 10-year private investment fund focused on seed and early stage companies. The fund is actively seeking investments and taking pitches from companies that currently have — or that could have — a relationship with the university.

CSU Fund I, years in the making, closed on March 31 and made its first investment in Prieto Battery Inc. The company spun off from CSU in December with the help of Cenergy. It is focused on technology developed by CSU chemistry professor Amy Prieto that produces advanced nano-based batteries up to 1,000 times more powerful, 10 times longer-lasting and cheaper than traditional batteries.

“(The fund) shows a whole continuum of resources,” Wdowick said.

Research, innovation

Along those lines, CSU has been actively launching new programs to help steer technology to commercialization. In May, the university cut the ribbon on its 72,000-square-foot, \$53 million Research Innovation Center. The center features business office space, university researcher offices and state-of-the-art bioscience laboratories with a mind to building university partnerships in the bioscience sector.

In June, the College of Business's Center for Advancement of Sustainable Enterprise selected the first tenants for its New Economy Venture Accelerator. The program seeks to launch CSU start-ups into commercial viability. The flurry

Tech to market

The Colorado State University Research Foundation has spent the last few years bulking up its technology transfer program. Even with the foundations still coming into place, the results can be seen in the numbers.



CSU tech transfer performance	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010 (through March 31)
Invention disclosures	47	42	80	91	106	91
Patent applications	47	34	74	89	171	117
Patents issued	3	8	4	8	6	12
License agreements	6	12	21	39	25	38
Technologies licensed to industry	9	2	18	49	43	45
Technologies to Colorado entities	1	13	10	38	34	30
Technologies to external entities	8	11	8	11	9	15
Number of new start-ups	1	5	5	3	1	5
Gross tech transfer revenue	\$1,229,701	\$1,069,659	\$2,159,867	\$810,058	\$2,789,278	\$1,062,230

SOURCE: COLORADO STATE UNIVERSITY RESEARCH FOUNDATION

of activity is unique to CSU.

“CSU is kind of in an avant garde position as a leader in this area,” Wdowick said.

Sometimes the hallowed halls of academia have no windows to the outside world, and smaller universities, he said, are often better able to implement sweeping new programs. He pointed to Stanford University's initial reluctance to grant Google its license to spin off. But CSU isn't necessarily looking for the next Google, and the tech transfer program doesn't intend to be a one-hit wonder, either.

Through March 31, CSURF has facilitated five business launches and there are 13 early-stage businesses on deck for spin-off. The real winner is Northern Colorado, which in the past 15 years has benefited from 30 startups — some now household names like Abound Solar — that have in turn raised \$700 million in private equity/debt; procured \$80 million in government contracts; and had peak employment of around 1,300 jobs.





The presence of a major research university that shares that research with the business community will continue to earn the region its reputation for innovation.

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<p>July – Fort Collins named Best Place to Live by Money Magazine.</p> <p>Statewide smoking ban goes into effect.</p> <p>John Q. Hammons drops Embassy Suites project over "negative attitude" of Larimer County officials.</p> <p>UNC launches Monfort Institute.</p> <p>Call center employment grows.</p> <p>AMD closes Longmont plant, moves jobs to Fort Collins.</p>	<p>Large national homebuilders leave Northern Colorado as construction cools.</p> <p>Japan lifts ban on U.S. beef imports.</p> <p>Liquids no longer allowed in carry-on airline luggage.</p> <p>Gasoline prices top \$3 per gallon.</p> <p>Pluto demoted to "dwarf planet" status.</p>	<p>September – Rocky Mountain Chronicle debuts with many staffers from defunct <i>Bullhorn</i>.</p> <p>Bixpo hosts "Freakonomics" author Steven Levitt, four other speakers.</p> <p>Kai Staats' Terra Soft parts ways with Apple Computer over new Intel processors.</p>	<p>St. Michael's Town Center ready for commercial tenants.</p> <p>NewMark Merrill buys Cottonwood Corners after Nate's Seafood closes.</p> <p>Bob Hamer becomes CEO of Norlarco Credit Union.</p> <p>JJ Johnson resigns from NCEDC.</p> <p>NCEDC, Upstate collaborate as "Premier Colorado."</p>	<p>November – Jay Stoner buys 101 acres at I-25 and Harmony Road.</p> <p>JC Penney leaves Foothills Mall for vacant ShopKo location.</p> <p>Mark Kross, Gerard Nalezny apply for charter for Larimer Commerce Bank.</p>	<p>Woodward Governor moves corporate HQ to Fort Collins from Illinois.</p>
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July August September October November December

<p>Walmart to break ground in Timnath.</p> <p>New Frontier Bank holds \$165 million of region's total \$236 million brokered deposits, FirstBank none.</p> <p>Bob Baun leaves NCBR for PR firm; Tom Hacker resumes editorship.</p>  <p>Special session of Colorado Legislature passes sweeping immigration reforms.</p>	<p>Chicago's GK Development buys Greeley Mall.</p> <p>Martin Shields becomes NCEDC's regional economist.</p> <p>August – Best Western Regency Hotel in downtown Greeley goes into receivership.</p> 	<p>Diesel fuel in short supply, prices soar with new formulation.</p> <p>Kathy Kregel leaves Fort Collins Technology Incubator after eight-and-a-half years.</p> <p>Ernest Health plans 20-bed long-term acute-care hospital next to year-old Northern Colorado Rehab Hospital.</p>  <p>Nordy's Barbeque under construction in Centerra.</p>	<p>October – Embassy Suites project back on for The Ranch, with groundbreaking set for summer.</p> <p>Steve Porter returns to NCBR to cover agribusiness and health care.</p> <p>Team NCBR wins Discovery Science Center's Brainiac Bowl.</p>	<p>Maury Dobbie becomes CEO of NCEDC.</p> <p>Integrated Capital of Los Angeles buys three Marriott-flagged properties in Fort Collins.</p> <p>Democrats take control of both houses of Congress, but Republican Marilyn Musgrave reelected in Fourth District.</p> <p>Bill Ritter elected Governor of Colorado. Minimum wage raised to \$6.85 per hour.</p>	<p>December – Immigration and Customs Enforcement raids six Swift & Co. meatpacking plants nationwide; 295 arrests in Greeley.</p> <p>Christmas Blizzards bury region in feet of snow, strand cattle on the plains, close DIA for two days.</p> 
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'Dismal science' brings light to readers of NCBR

Ideas about region's economy shaped columns, events

Economic issues have always been an important part of the *Northern Colorado Business Report's* coverage. My reporting has evolved over the years as I have tried to keep the content relevant to the region's economy and to impart some economic theory, knowledge and experience to the readership of *NCBR*.

It all started back in 1995, immediately after Chris Wood and Jeff Nuttall started the *Northern Colorado Business Report* with help from their partners at the *Boulder County Business Report*. Chris Wood called me and asked if Eric Sieverts and I could come in and talk to him. I was Chair of the Department of Economics at the University of Northern Colorado, lived in Fort Collins, and had been doing economic analysis for the Greeley/Weld County Economic Development Action Partnership, now known as Upstate Colorado. Eric was a well-known USDA expert on the use of IMPLAN, an input-output model and databases used to determine the impact of economic planning.

Chris wanted us to determine the impact of selected sectors on the Northern Colorado economy and share our findings with the readers of *NCBR*.



THEN...AND NOW

John W. Green, Ph.D.

We did that and the columns were well received.

Chris's next idea was to collect statistics on the Northern Colorado economy and use them to build an indicator of the health and rate of change of local economic conditions. This was not really Eric's forte so I tackled it alone, with the help of several very bright economics majors at UNC. In 1997, we started quarterly publication of the Northern Colorado Index of Leading Economic Indicators. These were also well received.

The ideas kept coming. Chris suggested that we invite business leaders from throughout Northern Colorado to an Economic Forecast in January; we could even feed them lunch if they wanted to listen.

The first luncheon, sponsored by First Choice Bank and held at the Greeley Country Club, attracted about 150 participants. The annual luncheon

expanded rapidly, from the county club to the UNC ballroom, then to Island Grove Exhibition Hall, back to UNC and now to the Embassy Suites-Loveland. Attendance maxed at about 650 at Island Grove and is now space-limited at about 500.

Northern Colorado business people have come to rely on the yearly forecast and the wisdom imparted by the guest speakers to do business planning for the next year.

This year, with the economy on everyone's mind, we held a mid-year update of the annual January forecast. The inaugural event this month attracted over 100 participants and generated more questions for the panel than at any other economic forecasting event we've ever held.

Chris's next idea was to have me write a monthly column on economic issues and information. The column would describe the health of and changes occurring in the Northern Colorado economy, independent of the quarterly economic indicators column which, by then, was a much-anticipated regular feature. The inaugural column appeared in January 2005 and continues to this day.

Another idea that has become an annual tradition is *NCBR's* economic roundtable where several business leaders representing major sectors in the Northern Colorado economy gather with the editorial staff late in the year and talk about the year's results and

outlook ahead. A partial transcript of the discussion is printed in the issue before the Economic Forecast luncheon. Similar roundtables have also dealt with issues of specific importance, such as the collapse of the finance system in 2008 or, most recently, possible effects of federal health care reform.

Over the years, I have received a great many comments from *NCBR* readers, some questioning my analysis, some looking for more information, some thanking me for an explanation of a particular issue. I have learned much from the *NCBR* readership and look forward to a few more years of a productive relationship.

John W. Green, Ph.D., is a regional economist, retired from both teaching and the USDA, who divides his time between consulting and restoring classic GTOs.

FROM THE ARCHIVES

See what John Green has had to say about Northern Colorado's economy through the years at www.ncbr.com. Search for "index" in the text search box under the DataBank tab on the homepage.

BRIEFCASE

Nonprofit notes

OtterBox donated a total of \$7,330 to the **Colorado Eagles Foundation**. Throughout the 2009-10 hockey season OtterBox pledged to donate \$10 to the Colorado Eagles Foundation every time a visiting player entered the penalty box at the **Budweiser Events Center** during an Eagles game. The year-end total of the penalty box donations added up to \$2,330, which was supplemented by an extra \$5,000 donation from OtterBox after the season. The entire amount will be earmarked for the **Poudre Valley Health System Cancer Center**.

The **Women's Resource Center**, which provides breast health education and access to care for low-income women in Larimer County, received \$35,000 from the **Avon Foundation's Breast Cancer Fund** during the closing ceremonies of the eighth annual Rocky Mountain Avon Walk for Breast Cancer. The money will be used to provide outreach to the public, education and to link women to screening services and follow-up care.

KUDOS

Family Circle Magazine rated **Windsor** among its Top 10 Best Towns for Families in 2010. The list is a yearly roundup of perfect places to raise kids based on the communities' affordable homes, green spaces, blue-ribbon schools, and giving spirit.

Aqua Engineering Inc. earned the Hunter Trailblazer Award for significant contributions to the irrigation industry. The Trailblazer award is meant to showcase professionals whose innovation, leadership and forward thinking. The firm specializes in water-conserving irrigation system design and management for aesthetic and functional landscapes and agricultural endeavors.

NEW PRODUCTS AND SERVICES

Clean Air Compost is now offering residential curb side pick-up service of food waste and other compostable materials, including yard waste, in Northern Colorado. The company website - www.cleanaircompost.com - has a host of information on how to get set up with service, how it can save money on trash bills, and what is compostable.

Businesses and creative industry professionals in Northern Colorado and Southern Wyoming now have the **Creative Register** to help find each other. Visit www.creativeregister.com to advertise creative services or locate a candidate for a project in fields including graphic design, web design, photography, interior design, video production and copy writing.

Roche Constructors launched a new website at www.rocheconstructors.com that features the latest news, services, community involvement, sustainability information and more. Subcontractors and suppliers can also submit their prequalifications online. Once they are prequalified, they will be issued a username and password that will allow them to view Roche's bid schedule and link directly to iSqFt.com for plans and specifications.

Allegiant Air LLC, a subsidiary of **Allegiant Travel Co.**, updated its online functionality to allow customers to make changes to previously booked itineraries. Through the "My Allegiant" tab, customers may log in to view upcoming trips and make modifications to flight times, seat selections, hotel packages, car rentals, priority boarding and show, tours or attraction tickets, and print an itinerary. Visit www.allegiant.com/ for more information.

DEALS

Pikes Peak Community College in Colorado Springs awarded **DaVinci Sign Systems** of Windsor a \$350,000 contract to create and install new entrance identification signs and full color electronic message center displays for the colleges' three campus locations. The project is scheduled to be completed in early October.

MISCELLANEOUS

The **Lone Range Steak House**, formerly the **Den Sports Bar & Grill**, located within the **Plaza Hotel** at 701 Eighth St. in downtown Greeley is open for business. The restaurant will be open from 5 to 10 p.m. daily, seven days a week, with a Lite Bar menu for food. For more information, call 970-353-4834.

Save the Poudre: Poudre Waterkeeper teamed up with Alexandra Cousteau, granddaughter of Jacques Cousteau, to raise \$1,200 for Gulf Coast cleanup efforts. A raft trip on the Poudre is featured on Alexandra Cousteau's website www.alexandra-cousteau.org/field/expedition-blog/falling-not-cache-la-poudre-river.

Be Local Northern Colorado welcomed new and renewing members **Wadoo Furniture and Gifts**, **Garbage Busters**, **Allied Natural Meats**, **Cafe Ardour**, **Fort Collins Food Co-op**, **Bath Garden Center**, **Murphy Violin Shop**, **Copoco's Honey**, **Rocky Mountain Recumbents**, **Hot Corner Concepts**, **Cycle Tote Bicycle Trailers**, **High Street Real Estate**, **JCL Architecture**, **The Group Inc.**, **Lee's Cyclery**, **CJR Homes**, **Clay's Ace Hardware**, **The Mantooth Co.**, **OpenStage Theatre**, **Big Grins - Dr. Greg Evans**, **To Your Health! Nutrition**, **Dream Theater Colorado**, **SoleVento**, **The Healing Gardens Medicinal Store**, and **Bones Du Jour**.

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If you have an item to share about name changes, new products or business news of note, e-mail it to Noah Guillaume at nguillaume@ncbr.com, or mail it to Briefcase at NCBR, 141 S. College Ave., Fort Collins, CO 80524.

Kress kitchen proves worthy understudy

Movie mavens keep menu rolling after Island departure

GREELEY — Some restaurants make a grand entrance as the end product of careful planning. Others are born of necessity, appearing in a supporting role.

“When we opened the **Kress Cinema and Lounge** in the old Kress building in September 2008, **The Island Grill** was operating as our kitchen, and we thought we would be running a theater,” said Linde Thompson, who owns the Kress on Eighth Avenue in downtown Greeley with her husband, Rob.

The Island Grill, a Fort Collins favorite, had opened the year before in the spot vacated by **The Magnus Restaurant and Bar** at 801 Ninth St., around the corner from the Kress. The building originally housed an **S. H. Kress & Co.** department store, a chain known for its fine architecture and the Art Deco detail of its interiors.

The chain is long gone, but its build-

ings live on across the country. In Greeley, the adaptive reuse plan also includes Aims Community College’s conference center.

“It’s a big building used in a number of ways, thanks to the vision of Bob Tointon, who bought the building and supports the businesses that occupy it,” Thompson said. “Rob and I are historic preservation people and had some experience with restoration. Our wonderful architect, Art Hoy, worked with us on **Margie’s Java Joint** and the **Book Stop**.”

Margie’s occupies part of the historic 1928 **Hallet Drug Co.** building across from the University of Northern Colorado campus. It has long been home base for science fiction writer Connie Willis, winner of 10 Hugo Awards and six Nebula Awards. The Thompsons know how to create a good creative vibe.

Returning a big box of a space to its historic Art Deco style required some imagination. But artfulness and new plaster design created three distinctive spaces: the bar and lounge, a place to enjoy a local **Crabtree Brewing** beer on tap; the fireplace lounge, a place to gather before or after a movie or for no apparent reason at all; and the theater, a place to have a bite while watching a good movie.

“Running a kitchen was not part of the plan,” Thompson said. “Margie’s was about as close to a commercial kitchen as I wanted to go.”

Kress had been open barely a year last September when the Island Grill suddenly closed, after co-owners Hal Walker and Ken Kuk decided the concept was not working out in Greeley. They have since opened a new location in Loveland.

“We were given five days’ notice,” Thompson said. “Since we were the Kress Cinema and Lounge, and since it is nice to have food and drink to go with a movie, we took over the kitchen to keep our menu alive.”

Thompson did note that there was an upside to the surprise. Running the kitchen with her own cooks gave her more control of the menu, which features items such as “A Fish Taco Called Wanda.”

“I did most of the naming of the menu items,” she said. “It was fun: ‘Silence of the Yams’ are our sweet potato fries.”

While running the kitchen was a stopgap to keep the concept of a movie theater/lounge rolling, Thompson said that that chapter in the life of the business, though enjoying a positive cash flow, may end soon.

“There is an Italian restaurant coming into the Island Grill space,” she said. “It will probably open in August. I can see that they are working to get it ready.”

Meanwhile, there is plenty of good food and drinks (a “Chewbacca” or “Big Lebowski,” anyone?) to take into the

See STEPPING OUT, 16A



STEPPING OUT
Jane Albritton



Brett Wagner, Northern Colorado Business Report

SHOW GOES ON – Linde Thompson, co-owner of the Kress Building in Greeley, took over the kitchen when The Island Grill closed in 2009, which prepared the food for the Kress Cinema and Lounge around the corner.

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STEPPING OUT, from 15A

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Summer bounty in a jar

When local chefs start working with local farmers, a web of suppliers and growers and eaters begins to develop. Northern Colorado is caught up in that web, not only in a bounty of fresh produce, but also in prepared foods made from that produce.

Amy Lasley has not only created a line of salsas — **Rocky Mountain Salsas** — but has also become “one of those incubator people” who turns around and helps the next small producer get started. “I started my salsa business in 1991,”

Lasley said. “I had two or three buyers. **The Cupboard** in Fort Collins was awesome to work with from the very beginning. They will always promote local products.”

By 2004, Lasley, a nurse by profession, decided to move forward with her business. She hired a distribution company, but then had to look around for a commercial kitchen to cook in.

“I had a kitchen locally that I could cook in, but then it went out of business,” she said. “So I had to go to Denver to locate the big kettles necessary for preparing salsas.”

What she found was that she was spending up to an hour and a half cleaning before she could even start the hours of cooking. So in November 2007 she began work on creating her own commissary kitchen in Fort Collins, which she opened in the spring of 2008. “It took me three years to really fig-

ure out how to deal with health codes, distributors and local growers, but now I am in a position to help other people make connections more quickly,” she said. “I can open doors for people who rent from me and help them avoid making bad decisions.”

Since she opened her kitchen, Lasley has had no shortage of people eager to rent.

“People got laid off from their big corporate jobs and decided it was time to do something different,” she said. “I have bakers, a honey packager, a toffee maker, a rib smoker, and a relish maker. All of these are startup companies. We can buy lids together and save money.”

One of the ideas that got hatched in Lasley’s incubator is Meg Campbell’s **Bella Dolci**. Campbell has been baking pies since she was 9 years old.

“I always have wanted to have a pie shop in Fort Collins,” she said. “But I

have three kids and so wanted to start in a way that would give me time with them. I started the process a year ago last March. The **Northern Colorado Food Incubator** sent me to Amy. And in May I sold my first pie to the **F/Stop Café** in the Poudre River Arts Center.”

Campbell’s pies also appear at the **Happy Lucky Tea House** in Old Town, next to the Old Firehouse Books. In time, she plans to open her pie shop (just as soon as her youngest starts school). But for now, she can bake away in Lasley’s kitchen.

Financial supporters of interesting ideas, like Greeley’s Bob Tointon and **The Cupboard**’s Carey Hewitt, and creative sorts like Linde Thompson, Amy Lasley and Meg Campbell can do only so much. It takes regular customers to make any business profitable.

Besides, who can resist spending money on a cherry pie or a movie with a side of something local and delicious?

Jane Albritton is a contributing writer for the Business Report. Her monthly column features restaurant and hospitality industry news. She can be contacted at jane@tigerworks.com.



Emerging Entrepreneurs 2000-2010

2009-2010	Guy Babbitt Czero, Inc
2008-2009	Kelly Giard Clean Air Lawn Care
2007	Steve Byers EnergyLogic Inc.
2006	Kevin Brinkman Brinkman Partners Paul Brinkman Brinkman Partners
2005	Paul Pelligrino NitaCrisp Crackers NenitaPelligrino NitaCrisp Crackers
2004	Bruce Golden Optibrand Ltd, LLC Bernard E. Rollin Optibrand Ltd, LLC Ralph V. Switzer Optibrand Ltd, LLC
2003	Tom Johnson Bingham Hill Cheese Co. Kristi Johnson Bingham Hill Cheese Co.
2002	Maury Dobbie MediaTech Productions
2001	Jeff Whitham Encorp Inc.
2000	Tim Gan openLCR.com

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— Guy Babbitt
Czero, Inc.



INTERNS, from 9A

advertising in the school newspaper, and attending career fairs will all increase the visibility of your program within targeted schools.

2. Provide strong leadership.

Depending on the size of your internship program, a dedicated person or team of mentors should oversee interns. These program directors should be successful performers within the organization who have a genuine interest in helping interns succeed, who can spot talent, and who can help teach interns the skills they need for a productive future, whether with your organization or elsewhere.

3. Take a 360-degree view. Be sure to screen intern applicants thoroughly. Remember there’s more to a great candidate than enthusiasm for landing the opportunity. Although “fire in the belly” is a great attribute to consider, genuine aptitude is critical to making sure an intern is a good fit for your organization.

4. Give back. The best way to determine whether an intern is suited for an organization or an industry is to provide them with real-world experience. Not only do interns need it, but they want hands-on assignments that provide a foundation for building business skills that will benefit your company, should you decide to bring on the intern full-time. Moreover, interns assess how companies treat them as an indication of the opportunities offered to permanent employees; their word-of-mouth experience can help build your reputation as a desirable company at which to work.

5. Think big. It may take a while for an internship program to take root, so make sure you establish a strong foundation for a program that will grow and flex as your business does.

These practices can help launch an internship program or improve one already in place. With your guidance, today’s interns can be tomorrow’s leaders.

Scott Theodore, CLU, ChFC, CFP, is the managing partner of Northwestern Mutual-Denver, a network office of The Northwestern Mutual Life Insurance Co.

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CULTURE, from 9A

not. Shaping a positive culture is up to the leaders, Hutchinson said.

"The most important question is, 'What are we trying to do?'" he said. "Too often people get stuck on the how and forget the what."

In January, Abound Solar, a two-year-old company that manufactures solar panels in Longmont, started to look at molding its company culture through its values. Those values include things like customer success, quality, teamwork and passion.

"Our goal is to integrate these values into everything and make them a part of our daily work," said Stephanie Cook, recruiter for Abound Solar.

OtterBox, a Fort Collins company that makes protective covers for handheld technology like cell phones and iPads, also emphasizes its values to shape the company culture. Otterbox's values include integrity, passion and adaptability.

Both Abound Solar and OtterBox use their values as a springboard for the interviewing process.

With just shy of 200 employees, more than 60 of them hired this year alone, OtterBox puts its applicants through a cultural screening process before they ever interview for a job. The screening is meant to uncover whether an applicant fits into the company culture.

"For example, one of our values is adaptability and the ability to deal with ambiguity," said Diane Zile, Otter's chief people officer. "So we'll ask, 'In the last month, how did you deal with a situation that required adaptability?'"

Hutchinson recommends indirect questions that get at how an applicant ticks. "It's really up to the interviewer and how they ask the questions," he said. "You should ask things like, 'Tell me about . . . or 'When was the last time you . . .'"

Hutchinson also said it's important to have job candidates take part in a real project or assignment.

"From these demos, the candidates are actually doing some of the work you'd ask them to accomplish. They are stepping into your company and showing what they'll really do and how they'll behave under stress," he said.

Put employees first

In June, Kris Boesch of Fort Collins launched Choose People, a nationwide certification program that recognizes companies where employees feel good about coming to work. The certification can be a recruitment tool as well as a way to attract customers, who are increasingly doing business with companies that have good reputations for treating employees well.

"A lot of companies end up focusing on their bottom line first," Boesch said. "I wanted to focus first on my employees because I knew everything else would follow from that."

Boesch is the co-owner with her husband of Fort Collins-based Exodus Moving and Storage. She stepped down as CEO to start Choose People.

One way to value existing employees is to consider how job applicants would get along with their work team, Boesch said. It's important to look at skill sets. Does the team or department require a self-starter? Taking direction from others? Problem solving? Loyalty?

It's also important to consider likeability.

"Ask yourself, 'Would the people who

already work here like this person?'" Boesch said.

Letting people go with dignity

Employers also have to consider how the firing process contributes to the company culture. Laying people off is the most painful thing an employer has to do, but employers themselves often make the process worse, Boesch said.

"Firing has become disrespectful and nasty," she said. "The employee tries to defend themselves, and the employer comes back with, 'Here are all the ways you've let us down.'"

After the person is fired, some employers feel like they have to defend their decision by talking down the person to others in the company. This results in a negative, distrustful environment. The key is respect for both the person you let go and other employees.

"Don't bad-mouth people after they've left," Boesch said. "Another thing I learned is when I'm letting an employee go, they need a chance to respond and defend themselves. But I say, 'You need to know that nothing will change the outcome of this meeting.'"

Both hiring and firing are among an employer's most difficult decisions, and both can set the tone for creating a company culture, Hutchinson said. The problem is a lot of companies don't think culture really matters.

"In large companies, leaders think the culture is already there and they have no power to change it," he said. "In small companies, leaders think they don't have



BOESCH

time to pay attention to it."

At Exodus Moving and Storage, Boesch said the recent lean times taught her that employees would rather be challenged than comfortable. She was concerned about overworking people, which became an even bigger concern when the recession hit and she had to lay people off.

"I thought comfort would make people happy," she said. "But I had to learn to run a tighter ship. I discovered that people feel good when they get a lot done."

Employers should be taking lessons like that and incorporating them into who they want to be, Hutchinson said.

"Companies should be asking, 'How do we maintain our culture even in this economic environment?'" Hutchinson said. "The ones who do that will come out of this recession strong."

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OTTERBOX, from 3A

Street and Interstate 25.

“We didn’t think we’d have to do it that fast, but we’re out of space,” he said. He hopes to have the warehouse space available in September.

Products drive need for space

OtterBox’s product pipeline is driving its seemingly continual need for more space. The company has 56 products preparing to launch within the next six to eight weeks. It recently sold 10,782 units of the Defender Series case for the iPhone 4 on the first day it was available. If keeping up with the fast-paced phone market wasn’t enough, OtterBox also designed an iPad case and plans to dive into the broader e-reader market.

“There’s no doubt we’re in one of the hottest markets there is,” Richardson

said.

He might consider the downtown Fort Collins real estate market a close second. While all of the recent purchases are geared toward facilitating OtterBox’s growth, they also hold their own value.

In April, Richardson purchased the Edwards House Bed and Breakfast at 402 W. Mountain Ave. and its next-door lodge.

“The Edwards House, I feel, is a good investment,” Richardson said.

He knew the property was available, considers it a “gem” for the Fort Collins community and was worried that it might “go private.” OtterBox has been using the facilities for meetings and training.

Richardson’s plan is to continue operating the Edwards House as a B&B and event facility under the existing management, improve the parking situation and make it friendlier to outdoor events.

Previous owner Greg Belcher knew the Richardsons from the early days of OtterBox. In two hours at a coffee shop, the two discussed the possible sale of the Edwards House and had the deal hammered out.

“I knew they would be good stewards,” Belcher said, and he felt he and Richardson shared a lot similar business philosophies. “He sees the future before other people do. (Building a campus downtown) is a very bold move.”

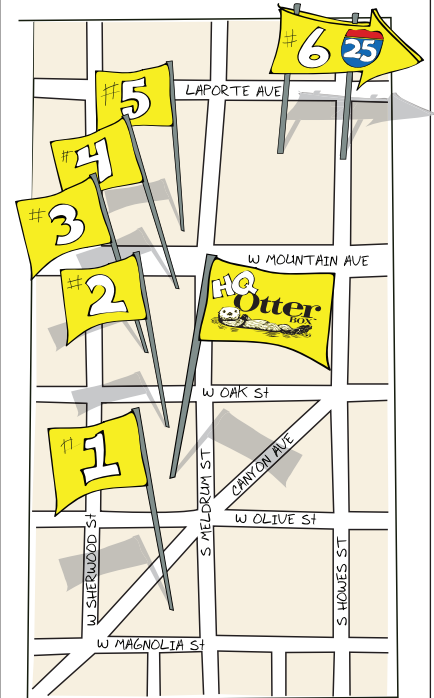
To assist with that goal, Belcher sold another of his downtown holdings – a mixed use building across the street from the Edwards House — to facilitate the growth of OtterBox. That facility will house research and development, business intelligence, patent attorneys, as well as some non-Otter tenants.

Otter-friendly interiors

With all of these new properties in

Otter Campus

Facing rapid growth, OtterBox is planning for the future by picking up five more properties, in addition to its under-construction headquarters in downtown Fort Collins. The company will also expand its Interstate 25-adjacent warehouse facility.



OtterBox Headquarters at 209 S.

Meldrum St. – Construction is underway on the new headquarters building for Otterbox. When its finished sometime next spring, the facility will have 43,000 square feet and be able to house up to 300 otters.

1. 318 Canyon Ave. – The 15,000-square-foot building will house engineering, research and development, supply chain, project/product management and purchasing departments.

2. 401 W. Oak St. – At around 2,000 square feet, this converted residence will serve as the home of Otter Relations, OtterBox’s answer to human resources.

3. 416 W. Oak St. – This converted home will serve as a space for future growth and expansion.

4. 401 W. Mountain Ave. – With around 8,000 square feet, the building will house business intelligence, patent attorneys as well as existing tenants including Vaught Frye Ripley Design Inc.

5. 402 W. Mountain Ave. & 107 N. Meldrum St. – The Edwards House Bed and Breakfast & Lodge will continue its normal operations and will serve as a meeting and training space for OtterBox.

6. 760 SW Frontage Road – After picking up a new warehouse facility in December, OtterBox is already underway with an expansion that will more than triple the storage space and could include a future retail location.

SOURCE: COURTESY OTTERBOX

Map by Chad Collins,
Northern Colorado Business Report

bixpo

FITTEST EXECs

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“HEALTHY BODIES MAKE HEALTHY BUSINESSES” is the mantra at Fittest Execs.

On September 16, it’s game on at the Embassy Suites in Loveland. The experts at Banner Health are partnering with the Northern Colorado Business Report to present the 2010 Fittest Exec OneFit and TeamFit Challenges. Executive-level leaders and their teams have their health and fitness assessed, and four winners, selected based on improvement, are announced at the Bixpo “Power Lunch.” Whatever your game,

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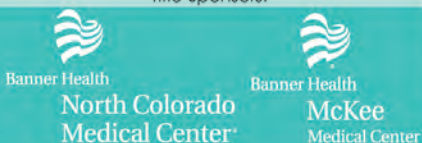
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the mix, a lot has to be done to get office spaces ready for habitation. But there’s a good support system in place to handle it.

“Nancy (Richardson) is really running all these building programs,” Curt Richardson said.

Nancy Richardson has been working with Dawn Oglesby of Oglesby Sherman Design Inc. on designing and laying out

See OTTERBOX, 19A

“What I’m seeing in the future is much bigger than what it is today.”

Curt Richardson, founder
OtterBox

OTTERBOX, from 18A

the interior spaces for about two years. In the course of planning the interior spaces, she and Oglesby met with nearly every OtterBox employee to understand his or her needs. The result is a very creative office, decked out in organic and nature-inspired materials.

“OtterBox is such an innovative company, and all the spaces we’re working on reflect that,” Nancy Richardson said. “There’s not a lot of formal space.”

Most of the buildings will include a game room. Wall-mounted monitors will provide employees with the latest Otter news. A giant otter-festooned slide will offer an alternative to the stairs in the main office.

“It’s a very unique space,” Oglesby said. “It’s great to have a client like this that thrives on creativity.”

The designing duo kept one thing in mind as they planned: No plans are concrete.

“That is the one constant thing – change,” Nancy Richardson said, and it is likely to be so for the foreseeable future.

The company now has 185 employees and around 45 openings to fill. But there’s a large pool of potential new hires. In the last eight weeks, OtterBox has received 2,500 applications.

“We weren’t ready for that,” Curt Richardson said, adding that he wants to apologize to anyone frustrated by the process. “We certainly don’t want it to be a bad experience.”

To keep up, the company started a new Otter Relations department to focus on hiring and training three months ago. Today, Otter Relations is a staff of five and will inhabit yet another real estate acquisition at 401 W. Oak St.

Inundated with Otters

With room to grow to 500 employees, and perhaps beyond, Otters could soon be flooding downtown Fort Collins.

“I think OtterBox represents the perfect example of what we’re trying to encourage downtown,” said Josh Birks, economic adviser for the city of Fort Collins. “In a lot of ways, it’s a great success story not only for OtterBox but also for Fort Collins.”

Downtown is already home to many Larimer County and city workers. That employment mix is reflected throughout the area, with related service providers such as lawyers clustered there, too. Birks hopes that a large private employer will have the same impact.

“OtterBox represents that next layer we can add,” he said.

At its current size, OtterBox already dominates almost all of the permit spots in the Mountain Avenue parking garage, and there is no garage on Meldrum Street. Birks said the challenges of having large employers in the downtown area — especially parking — will eventually present themselves anyway. He points to the Mason Corridor project, which will feature a bus rapid transit line, as a good amenity for a large downtown employer.

Richardson isn’t too worried about the parking situation, since a number of employees already bike in or live nearby. In the grand scheme of growing pains, parking doesn’t top the list of concerns. OtterBox’s rapid ascent into the world of big business doesn’t have its founder daunted.

“What I’m seeing in the future is much bigger than what it is today,” Richardson said. “We’re just preparing.”

CANCER CENTER, from 2A

she said. “The world of health care is becoming so complex, and partnering is a lot better than going it alone.”

Brock said the approach of health care reform — starting this year and continuing into 2018 — is a big reason for partnering.

“We’re going to be required to do things more efficiently, at a lower cost and higher quality, and that’s going to be easier if we do it together,” she said. “We have some time to prepare, but by doing so now we will assure a brighter future for the communities we serve. By setting the stage now, we stand a better chance of continuing to provide quality health care in this community.”

For example, Brock noted that PVHS has switched over to electronic health recordkeeping, a federal require-

ment aimed at saving money on duplicate testing and preventing medical errors.

PVHS plans to “go wide” with its electronic records system on Oct. 1 with a new computer platform that can be accessed by the system’s doctors and affiliated organizations.

“We’ve had electronic records for a few years now,” she said. “We’re updating it to make the process of patient care more effective. We’re almost at 100 percent of doctors having access to patient records whenever they need them.”

Brock said Cancer Center of the Rockies is a welcome addition to PVMG. “There’s a mutual respect and certainly we welcome them with open arms,” she said. “They’ve brought a lot of value to the community and world-class health care for many years. We’re thrilled and happy to have them on board.”

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COMMENTARY

EDITORIAL

CSI: Ballot distraction before real disaster hits

Whose fingerprints are really on three November ballot questions that could reduce Colorado to the functional equivalent of a banana republic?

The prime suspect is transplanted Californian, anti-tax crusader, former state legislator, lawyer and landlord Douglas Bruce. He claims he did not write nor finance Proposition 101 and Amendments 60 and 61, but circumstantial evidence seems otherwise. The nominal sponsors have testified their marching orders came from a mysterious "Mr. X," they received legal advice from Bruce and eight petition circulators lived in the same Colorado Springs apartment building owned by Bruce.

This farce has become a long-running engagement because the caped crusader has managed to dodge process servers 30 times. His court appearance to answer a contempt citation devolved into whether he had been served, not whether he violated election laws. The Aug. 18 continuance runs the clock a month closer to voters deciding the fate of the potentially disastrous measures.

So, let's look for internal evidence. If the measures should pass, who benefits?

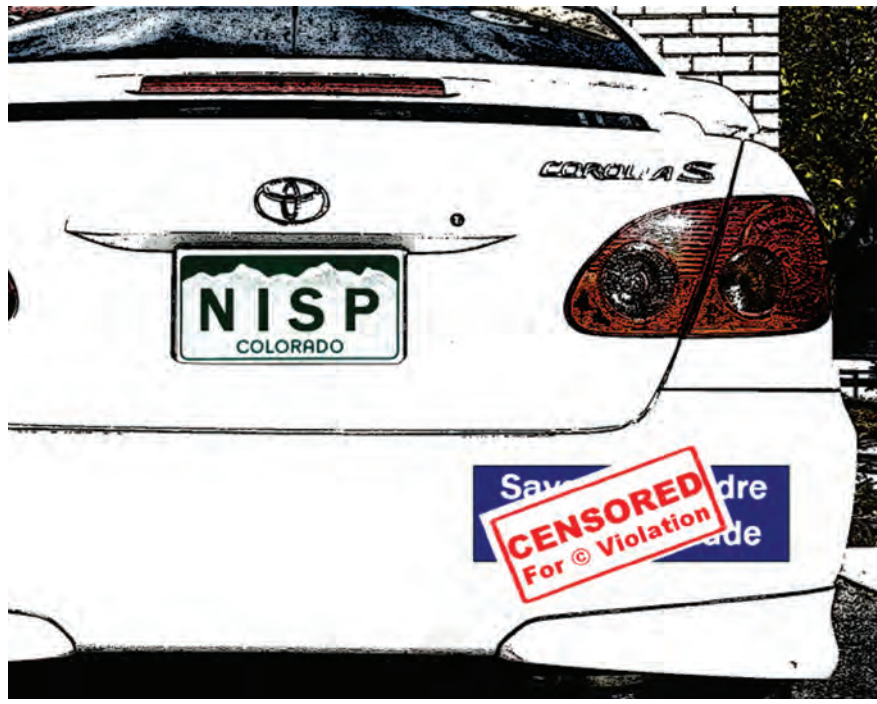
Not the state of Colorado, which would eventually be statutorily obligated to spend 99 percent of its annual budget on K-12 education. No road repairs, no prison guards – and, ironically, no new school buildings, because it would become impossible for districts to borrow money for construction.

Individual taxpayers? The net tax reduction for a typical homeowner making \$55,000 annually would be about \$150 per month, according to Colorado Legislative Council staff.

But a couple of provisions could be a lawyer and landlord's best friend. Amendment 60 allows any citizen to sue the state if he or she thinks its provisions are not being enforced — and the individual can never be assessed court costs. Hey, Colorado, heads I win, tails you lose, and I can play this game as many times as I want, on the taxpayers' dime! Sounds like a steady revenue stream for serial litigators like Bruce.

Amendment 61 would allow property owners to vote on any finance-related measure in the district where the real estate is located. So a resident of, say, El Paso County with the means to own apartment buildings all over the state could have a say in taxes paid by and for the residents of Larimer and Weld counties. Sounds like wealthy out-of-towners gaining control of local government without the fuss of getting elected.

Let's not let Bruce's political theater distract us. These three measures spell economic collapse for our state, no matter who drafted them.



Business community must remain vigilant on Big Labor

During these tough times, businesses across Northern Colorado face a daily, grinding struggle to stay afloat, make a profit, and provide good wages and benefits for their employees. At the same time, Big Labor — instead of really putting the interests of workers at the fore and doing what it can to get the economy moving again — is doing everything in its power to make life harder for businesses in our state and across the country.

A prime example of this hostility toward the business community is the nomination of Craig Becker to the National Labor Relations Board. As its name suggests, the NLRB helps administer the relationship between unions and employers. Given that the Obama Administration is Democratic, it is reasonable to expect that the President's nominee to this key labor board would be more union friendly than those of other Administrations.

But Becker is much more than friendly with Big Labor; he's one of Big Labor's most radical and aggressive leaders. Appointing him to the NLRB flies directly in the face of the promise that candidate Obama made to end politics as usual — and unfortunately Sen. Michael Bennet voted for Becker twice, in committee and on the floor. Becker's appointment to the NLRB is as cynical a political maneuver as they come. Despite bipartisan opposition to his nomination in the Senate, President Obama used the unorthodox method of recess appointment to confirm his nomination without Senate approval.



GUEST COLUMN

Carl R. Maxey

Conflicts of interest

Critics of Becker's nomination cited both his lack of impartiality, and, given that he served as a lawyer at both the Service Employees Union and AFL CIO, potential conflicts of interest as reasons to oppose his confirmation to the NLRB. NLRB members take an oath that they will not take part in matters related to former employers or clients. Given the size and influence of these two unions, it seemed likely that, as an NLRB member, Becker would need to recuse himself on a regular basis.

Apparently, Becker sees it differently. Just three months into his tenure on the board, an investigation of Becker's conduct is already under way for a conflict of interest issue in a dispute between St. Barnabas Hospital and SEIU Local 1957 in New York City.

Becker's subsequent arguments that local chapters are legally different entities than the national unions he worked for rings hollow. He is deliberately undermining the spirit of the NLRB oath. We don't expect an Obama nominee to take an anti union view, but we in business hope for nominees who are rational and open minded to other points of view.

The union agenda is one that is, without question, at odds with our agenda to grow our economy and create quality jobs in Northern Colorado. We in the business community must continue to speak out for what's best for our region, our state and for working families. We must continue to tell Sens. Bennet and Udall that our principles and interests matter, too.

Nothing less than the economic success of the country — and the prosperity of families across Colorado and the nation — is at stake.

Carl R. Maxey is General Manager of Maxe Cos. Inc. in Fort Collins.

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The *Business Report* reserves the right to edit for length, and to reject letters that are potentially libelous.

E-mail letters to Kate Hawthorne, khawthorne@ncbr.com or submit comments through our website, www.ncbr.com. Snail mail to 141 S. College Ave., Fort Collins, CO 80524.

choice in the race for sheriff. Local sheriff candidate Carl Bruning has attracted national attention due to his principled stand on protecting the constitutional rights of Larimer County residents and his commitment to enforce existing immigration laws.

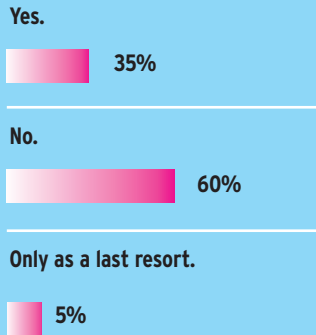
Carl is an opponent of "taxation by citation" and knows there are ample opportunities for cutting the departmental budget rather than raiding the public till. Carl holds an MBA degree and is the only candidate in the sheriff's race with executive experience managing large multi-million dollar budgets.

As an Air Force Academy graduate and Commander of the first combat sor-

See LETTERS, 22A

NCBR poll watch

Would you consider getting a loan at Wal-Mart?



Next question:
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These results reflect responses to the online poll at www.ncbr.com July 12 - 26.

No more financial crises? Are you sure?

(NCBR, July 16, 2010)

Ronnie Phillips hits the nail on the head in his review of the Dodd-Frank Act. The greatest positive thing to say about the Act is that it generally tends toward strengthening the FDIC as a systemic risk bank regulator and gives the Fed the greater powers that it sought. The real question is whether the Fed will live up to its new powers or become more deeply engrossed in shameless financial market toadyism. The smart money is on Froggy the Gremlin.

Walker Todd
Great Barrington, Mass.

Vestas still hiring in Colorado

(Business Report Daily, July 14, 2010)

"About 650 people are now employed at the Windsor blade plant — Vestas' first Colorado production facility — and another 100 production and electro-mechanical positions are yet to be filled."

I just went to the Vestas job site and I must say they would be more successful filling these positions if they actually posted them. Not a single Windsor position listed.

Bob Tuttle
Fort Collins

Editor's note: Vestas' Colorado hiring is done by SOS Staffing Services at http://sosstaffing.com/vestas/.

CSU team designing new energy pricing model

(Business Report Daily, July 9, 2010)

Nice. These models are always interesting. Let's keep them objective and accurate.

Richard Bonilla
Berthoud

Listening to region's Latino businesses

(NCBR, July 2, 2010)

What a great piece! I look forward to many more articles to come on the Latino Voice and learning more about how the Latino segments of the community effect the overall business climate in Northern Colorado. I thought this was extremely well-written and very insightful.

Stu Crair
Fort Collins

Bruning for Larimer County Sheriff

This election cycle, voters in Larimer County are fortunate to have a clear

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LASKIN, from 3A

work very well.”

“I do ongoing education all the time because the field changes so fast,” Kendall said. “We’re finding new products all the time that show a lot of promise.”

She offers training to plastic surgeons and skin specialists and sells her products through pharmaceutical representatives and satisfied clients.

“We don’t do any advertising,” she said. “We do it all word-of-mouth. People notice the change and ask, ‘What are you doing?’”

One who asked that question was Teri Boge, who will be opening a Laskin office in Fort Collins in August. She contacted Kendall about a year ago after see-

ing the results on a friend’s face.

“I was really impressed with (Kendall),” said Boge. “I really liked her passion, her thoroughness and her dedication.”

After being trained by Kendall, Boge said she’s looking forward to “helping people be their best.”

“I totally believe in it 100 percent,” she said. “Otherwise, I wouldn’t be doing it. I really love it and believe in it.”

Global aspirations

While she won’t reveal her formula, Kendall said the product’s effectiveness is based on its ability to “force skin cells to turn over more quickly.”

“You have to customize it for the individual person’s needs,” she said. Because it is available only by prescription, it won’t be sold in stores or over the Internet.

“A lot of people think it’s irreversible, but we can fix it.”

Janet Kendall, owner
Laskin Medical Skin Systems

Kendall said the products must be used continuously to maintain their effects and the average cost is about \$50 a month. Personalized in-office treat-

ments run between \$100 and \$125, she said.

Kendall, whose husband Mark owned Kendall Printing in Greeley for many years, said she hopes to open more skin care offices in the Denver area later this year. But she’s not planning to stop there.

“Our plan is to go global with it,” she said. “Skin is a huge deal in other countries. It’s a status thing, and if a person has pigmentation (flaws) on their face it lowers their class.”

Kendall said she hopes to bring some relief to those, like herself, who struggled for years to find something to correct their skin flaws.

“People give up because they don’t realize they need a prescription to fix it,” she said. “A lot of people think it’s irreversible, but we can fix it.”

LETTERS, from 21A

tie during Desert Storm, Carl’s character has been tested under fire. Moreover, Bruning wants to shift the dynamic so that citizens feel relieved when they see a sheriff vehicle approaching rather than paranoid about a trivial (but expensive) citation.

Carl has received endorsements from Sen. Kevin Lundberg, Rocky Mountain Gun Owners, Tom Tancredo and the legendary Sheriff Mack. Do yourself (and your neighbors) a favor, support Carl Bruning for Larimer County sheriff.

George Tremblay
Loveland

Gessler for Secretary of State

I met Scott Gessler several years back. Gessler had been around for the battle over the initial development of Colorado’s Seventh Congressional District. I had learned about gerrymandering in college. Now I realized I might actually be witnessing it first-hand.

The strangely long and narrow district been drawn with an even split of Ds, Rs and Us, hardly a fair fight for Republicans. Nevertheless, thanks to plenty of teamwork and one unusually extraordinary candidate, Bob Beauprez seized the victory with a scant 121-vote lead over his opponent, Mike Feeley.

Republicans may have harnessed victory in 2002 but there is no denying the American electoral process is under siege. Voters are ready for new leaders, fresh leaders, leaders who are willing to fight for our founding principles. These

days, it seems we’re all a bit tentative when we hear a lawyer is seeking office. After all, we’re ready for something different and another lawyer hardly fits that bill. But for those of us who have had the good fortune of seeing Gessler in action, the only thing that comes to mind is “knowledge,” and lots of it.

For those of us who care about our founding principles, electoral knowledge is critical and rare. Since the infamous Bush vs. Gore battle of 2000, voters have developed a sense of unease about the voting process.

When I heard that Scott Gessler was seeking office as Colorado’s next Secretary of State, it simply made sense. Gessler may be a lawyer. Gessler may know politicians. But he is no insider. Thanks to his vast array of knowledge, Scott Gessler has been ruffling feathers and demanding Constitutional integrity on behalf of Colorado voters for as long as I can recall. For those of us who know there are dangers facing our long-established electoral process, Scott Gessler is Colorado’s best defense.

Laura Duke Stansbury
Denver

Editor’s note: Primary election ballots have been mailed to registered Republicans and Democrats in Larimer and Weld counties. In Larimer County the election is being held by mail only; completed ballots must be returned to the county by 7 p.m. Aug. 10. In Weld County, voters have the option of returning their ballots by mail or voting in person at a vote center. Early voting begins on Aug. 2 and polls close at 7 p.m. on Aug. 10. Contact your county clerk for more information.



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Musings from Mid-Year Economic Update 2010

Everything you may want to know about regional economy

The *Northern Colorado Business Report's* recent Mid-Year Economic Update generated the most questions from the audience of any economy-related event in the newspaper's history. This new event featured Mark Snead from the Denver office of the Kansas City Federal Reserve, as well as Martin Shields and myself providing an economic overview for Northern Colorado.



ON THE ECONOMY

John W. Green, Ph.D.
Regional Economist

We did not get to answer all the questions sent to the stage by the more than 100 attendees in person, but we have posted our full presentations on the Events page at www.ncbr.com, under Mid-Year Economic Update.

I am going to devote this column to some of those questions that need to be addressed to help the business community plan as we emerge from recession.

■ I think there's at least a 60 percent chance the U.S. economy will double-dip, but the Northern Colorado economy will not. National growth in at least one quarter in the next year will be negative, maybe in two or more quarters, even if they aren't consecutive.

■ The California situation may face many states and the U.S. economy in 2011. California, like all states, must annually balance its budget, either by cutting spending or raising taxes. Businesses don't necessarily want to pay more taxes, but they don't want to see their operating costs increase, either. That's what will happen if California cuts services or charges more fees: higher security and insurance costs, rougher roads, longer paperwork waits. The U.S. economy may also face these problems if politicians choose to reduce the deficit by cutting government spending.

■ The U.S. and the Northern Colorado economies have changed since before the current recession started in December 2007. We are deleveraging from the biggest real estate/credit bubble in our history. The self-regulating free market structure has proven to not be self-regulating. The failure of self-regulation requires more government regulation, a major reversal of recent trends. We asked for it and now we're getting it.

■ The Recovery Act stopped the U.S. economy's slide into depression. This slide was primarily caused by a stampede toward more risk in credit transactions, including residential mortgages. Lower prices and foreclosures have caused an oversupply of houses on the market. The residential construction market crashed because of demand/supply imbalance. The homebuyer's tax credits were suc-

cessful in soaking up some of the supply, so that now in Northern Colorado there is a shortage of lower-priced houses. There will be a lull in construction for three to four months, maybe longer, but as jobs are created the demand for housing will outstrip the supply.

■ Dissolved home equity is a part of the process that ends in foreclosure and then bankruptcy. Foreclosure and bankruptcy statistics are the numbers we use to measure the dissolution of wealth. Textbooks use the water level in a bathtub to demonstrate this: The water level is the stock of wealth (house and investments), the faucet is how fast money is flowing in (income) and the drain is how fast money is flowing out (spending). During the housing bubble, homeowners converted the equity in their house into income and spent it. Now they're paying for it because the water level fell so low they can't get clean.

■ Credit markets will loosen when banks improve their balance sheets to the point where regulators take them off their watch lists. But if consumers don't resume purchasing, businesses will not want to make investments, even when credit is available. I do not think we need to worry about consumer demand in Northern Colorado as new jobs become available.

■ Interest rates will increase when U.S. citizens are forced to fund their own government's debt. China funded it for us for several years as we spent a major portion of our consumer dollars on goods produced in that country at lower prices. That stopped in the first half of 2009. Now Europe is doing it for us as the sovereign debt of the PIIGS (Portugal, Italy, Ireland, Greece and Spain) defaults or threatens to do so and investors flee to the safe haven of the dollar and U.S. Treasury instruments. When that ends and no other group of investors is willing to buy U.S. debt instruments, we will have to fund our own debt. That will require higher interest rates, I'm guessing by 2012, maybe a little sooner. As interest rates go up, investment will go down, throwing the economy back into recession unless the Fed is very, very adroit at managing the monetary side of the equation.

■ Don't forget that Colorado State University and the University of Northern Colorado also produce a product: well-educated future workers. Since these "companies" are in the public sector, we, as residents of Colorado, should be just as protective of their revenue sources as we are interested in the well-being of the basic industries that move to our region because of the excellent workforce – and our great climate and towns and environment.

Economists build models to assess changes in consumer confidence but these models work best forecasting backwards, not forward. We barely escaped another depression so I would not expect model outputs to accurately forecast the near future. Just as an executive manages a company, planners must analyze the data, using models and experience, and make their "best guess" what the future holds.



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Northern Colorado
**BUSINESS
REPORT**

Will build for cash: Developers seek nontraditional funding

Banks say everything but yes to even best quality projects today

For the past year, Colorado home-builder Dean Thedos has sought out every lender he knows — in multiple states — to help finance a 10-unit, luxury townhome project in northwestern Boulder.

But the director of architecture and development at Longmont-based Cornerstone Homes Inc. said he has heard the same story over and over: “Their response is that federal regulators have placed such onerous requirements on lenders that they have essentially banned any new constructions loans from being made, regardless of the quality of the project.”

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



COMMERCIAL REAL ESTATE
David Clucas

the homes are competitive in Boulder’s luxury market at \$584 per square foot versus the typical \$700 per square foot and above.

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

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

Cash sneaking into the market

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

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

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



Courtesy Merten Inc.

URA HELP — Union Place, a \$27 million mixed-use residential and retail project in Fort Collins was able to get financing from a bank in large part due to a \$2.2 million tax-increment financing contribution from the city’s Urban Renewal Authority.

“I realistically couldn’t have gotten funding without the tax increment financing,” said Donna Merten, president and chief executive officer of Boulder-based Merten Inc., who is developing the project. Mike Jensen, a broker

Fort Collins is helping market the development.

The group attracted the city’s investment by setting a goal to gain U.S. Green Building Council Leadership in

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Thunderpup runs with construction big dogs

Complete customer service puts firm at head of the pack

By Luanne Kadlub
news@ncbr.com

Did you hear the one about a guy who had a dog on a job site that got struck by lightning? After that he always barked funny? And did you know that's how Thunderpup Construction Inc. got its name?

No? Don't feel alone.

Steve Wimp tosses around stories about the origination of his company's name as deftly as a star quarterback throws touchdown passes. Even employees aren't sure what's true and what's not.

Josh Maes, a project manager at Thunderpup, said, "I ask interns during their interviews if they know the story behind our name. Most say they have no idea and apologize for not doing enough research. I try to wait as long as possible to tell them that I don't know the story either."

Is there a real story? If there is, Wimp isn't letting on.

Thunderpup Construction Inc. was started 31 years ago by Jim Bennett and Chris Grebence. Wimp started working for the duo in the late '80s as a trim carpenter and later as a project manager. In the early '90s Wimp bought half of the company and in September 2006 he bought the other half.

Although the company can — and will — build from the ground up, it's tenant finish that has garnered the firm a strong foothold in the Northern Colorado commercial construction market. And it's been a good fit for Wimp, who said he enjoys working with people, be they subcontractors, employees or commercial clients.

"What we do best is customer service," he said. "I've had a lot of clients tell us it's a different feeling when they work with us. We really try to find out what their needs are, including partner needs. We help work the project around that."

Keeping on the client's budget

Such was the case when entrepreneurial restaurateur Pat McGraughan found himself in a bind. "I had this large project and I borrowed a certain amount of money," he recalled. "It became apparent that I didn't borrow enough money."

The project was the old Fox Theater in Fort Collins, which was built in the 1960s and converted to office space in the 1980s. Now it's home to Rio corporate offices, McGraughan's Latin-inspired El Monte Bar & Grill and become fit, his wife's spinning and yoga studio.

But we're getting ahead of the story. The contractor McGraughan had lined up was not willing to work with him on ways to keep the project on budget, so, in distress McGraughan approached Wimp about tackling the project. "He told me he thought he could get it done," McGraughan said. "He was remarkable."

What Wimp did was offer alternatives that would save money without



Courtesy Jack Birne

THUNDERPUPPIES – The Thunderpup Construction Inc. crew (back row left) Josh Maes, Steve Shima, Dan Testa, Deken Doty, Ryan Emery, (front left) Andi Ruibal, Clayton Pierce, Bryon Holloway, Steve Wimp, Larry Volk, Andrea Smith. Thunderpup will build from the ground up, but customer service is what Owner Steve Wimp feels the company does best.

sacrificing the end result. A huge savings came when Wimp suggested that McGraughan purchase a high-efficiency heating, ventilation and air conditioning unit directly from the manufacturer rather than go through a middleman, because of the size of the building. The savings, McGraughan said, "were significant."

Although this was the first project the two worked on together, it is certainly not the last. Thunderpup Construction is "in queue" for several projects that McGraughan has planned but are currently waiting for money to become available. One of those projects is an "urban campground" in downtown Denver.

Wimp said another fun project, one he oversaw himself, was Tony's Rooftop Lounge in downtown Fort Collins. What made it enjoyable was the fast pace of the project along with a "very cool design." In fact, he recommends an evening drive-by just to check out the roof lines. "It's nice looking, it gives off a Key West feeling," he said.

One job leads to another

Another fun project (noticing a theme here?) was the old State Building on South Mason Street that was transformed into facilities for IBMC. "We had to make everything work in their time constraints and their needs. There were some fun things with the flooring and movable walls," Wimp said.

Initial plans called for a wall to be demolished until it was discovered that it was a structural diagonal member. What to do? Make it a design feature, of course.

"Everything's doable," said a philo-
See THUNDERPUP, 10B

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<p style="text-align: right; font-weight: bold; font-size: 0.8em;">FOR SALE</p> <p style="text-align: center; font-weight: bold; font-size: 0.8em;">Price Reduced</p> <p style="font-weight: bold; font-size: 0.9em;">65th St. & Highway 287 Loveland, CO</p> <p style="font-size: 0.8em;">Available: 5.6 acres Sale Price: \$1,400,000 (\$5.75/SF) Contact: Ken McCrady or Jack Trethewey Loveland Office</p>	<p style="text-align: right; font-weight: bold; font-size: 0.8em;">FOR SALE</p> <p style="font-weight: bold; font-size: 0.9em;">TBD Highway 392, Windsor, CO</p> <p style="font-size: 0.8em;">Available: 55.83 acres Sale Price: \$3,039,944 (\$1.25/SF) Contact: Michael Ehler Fort Collins Office</p>	<p style="text-align: right; font-weight: bold; font-size: 0.8em;">FOR SALE</p> <p style="font-weight: bold; font-size: 0.9em;">Dacono Gateway Centre I-25 & Highway 52, Dacono, CO</p> <p style="font-size: 0.8em;">Available: 1.3 - 43.2 acres (divisible) Lease Rate: \$15,000,000 (\$2.65/SF) Contact: Peter Kelly or Peter Kast Fort Collins Office</p>

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Balance vital in drafting new green building code

Collaboration by stakeholders can shape new rules

The "green" movement seems to have reached a long-awaited tipping point in American culture. Older generations are slowly adapting their habits while younger generations view green and sustainable practices as normal aspects of their daily routine.

Although not perfect, green practices have permeated nearly every industry. Alternative energy companies are a driving force in our overall economic recovery, vehicle fuel efficiency has become a crucial selling point within our automotive industry, industrial sectors are held to increasingly stringent environmental protection standards, retail items boast their recycled packaging and efficient distribution channels, and sustainable agricultural production processes are slowly replacing traditional methods. The real estate and construction industries are no exception, experiencing their own green revolution.

Like many communities across the country, the city of Fort Collins has monitored advancements in green building technology, and is contemplating how to address those advancements within current building codes. The city has demonstrated a commitment to green and sustainable initiatives, and pursuant to that commitment, the city council has issued a directive to the Utilities Energy Services staff to assess the current code and develop comprehensive residential and commercial green building codes.

Model codes under review

As a result, the staff is reviewing two model codes: the National Green Building Standards for residential construction and the International Green Construction Code for commercial construction. Staff has solicited assistance in the review from other city departments as well as an impressive group serving as an advisory committee and two technical review committees. These committees are composed of local expert stakeholders with varied viewpoints and disciplines including architects, engineers, contractors, consultants, developers and real estate professionals. The assessment of the two model codes is being completed with the ultimate goal of drafting a Green Building Code to be presented to the council, with adoption as soon as the first quarter of 2011.

Adoption of a green building code is an undeniably important issue. As principled citizens, we bear the responsibility of protecting the high quality of life to which we have become accustomed and creating sustainable practices within the built environment for genera-

tions to come in Northern Colorado. The green building code raises the bar for acceptable construction practices by ensuring that minimum requirements employ a base standard of efficiency and sustainability. A green code also promotes awareness of and education about green practices, contributing to why Fort Collins is a great place to live.

Given all the well-documented benefits of green construction, on the surface one could advocate for pushing the envelope by developing a strenuous green building code that maximizes the benefits on the built environment. This could be viewed as an opportunity to promote innovation and develop a forward-thinking model that can be used for other communities across the country.



**COMMERCIAL
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Joshua Guernsey

Beware unintended consequences

However, digging a little deeper, complexities present themselves. What elements should be included as base requirements? What are the consequences in time and cost for each requirement? Should certain elements be incentive-based, encouraging construction above and beyond base requirements? If code requirements are assessed on a case-by-case basis, does the aggregate result in an overly onerous code?

If not carefully implemented, the green building code could have a number of unintended consequences. In large part, green building practices come at a cost. Private citizens and businesses alike nearly universally seek simplicity and cost-cutting measures. If renovation, construction or development in the city of Fort Collins becomes considerably more costly or complicated compared to alternative communities, then employers, jobs, residents and tax dollars could very well go elsewhere.

The reality is that the adoption of a green building code could have very positive impacts in the community, but if not carefully implemented, it could become a liability substantially impacting every contractor, architect, engineer, real estate professional and resident in the city of Fort Collins.

Drafting a green building code is quite complex, and presents a tough balancing act between vision and market realities. Proper implementation is imperative, and city council and staff have done a tremendous job in engaging the community and soliciting their insight and input. A truly collaborative effort between the community, council and staff is vital in drafting a well-balanced Code.

Details regarding the 2010 Green Building Program Development Project, as well as a schedule of upcoming meetings, can be found at www.fcgov.com/greenbuilding. All meetings are open to the public, so if you are a stakeholder — anyone who does business or lives within the city of Fort Collins — I would encourage you to respond to the city's outreach, and track the development of the green building Code.

Joshua Guernsey is a principal/partner with Brinkman Partners LLC. He can be contacted at 970-206-4500 or joshua.guernsey@brinkmanpartners.com.

Largest Land Brokerages

Ranked by brokered acres dollar value, then total acres brokered



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1	1	HARRISON RESOURCE CORP. 2725 Rocky Mountain Ave., Suite 400 Loveland, CO 80538 970-612-4100/970-612-4106	\$18,000,000 1,625 N/A	1 craig@harrisonresource.com www.harrisonresource.com	Craig Harrison, President 1985 1
2	2	REALTEC COMMERCIAL REAL ESTATE SERVICES INC. 255 E. Monroe Drive, Suite 4 Fort Collins, CO 80525 970-229-9900/970-282-1080	\$5,680,267 495 38,247	27 realtec@realtec.com www.realtec.com	Michael Ehler, Managing broker 1989 4
3	7	LOVELAND COMMERCIAL LLC 1043 Eagle Drive Loveland, CO 80537 970-667-7000/970-635-2514	\$2,229,250 4 0	3 nklein@lovelandcommercial.com www.lovelandcommercial.com	Eric Holsapple, Partner Blaine Rappe, Partner / Managing broker 1995 1
4	3	SPERRY VAN NESS/THE GROUP COMMERCIAL LLC 2020 Caribou Drive, Suite 201 Fort Collins, CO 80525 970-207-0700/970-282-0785	\$2,063,520 16 41,434	15 steve.kawulok@svn.com www.svnco.com	Steve Kawulok, Managing director 2008 1
5	NR	STROH & CO. REALTY 247 E. Fourth St. Loveland, CO 80537 970-667-2837/970-667-9721	\$1,500,000 100 N/A	3 dstroh1047@aol.com www.strohrealty.com	Dan Stroh, Owner 1954 1
6	NR	DOBERSTEIN LEMBURG COMMERCIAL INC. 1531 Riverside Ave., Suite B Fort Collins, CO 80524 970-221-1965/970-221-1966	\$450,000 68 64,500	3 N/A N/A	Daniel R. Bernth, Managing broker 2002 1

Region surveyed includes Larimer and Weld counties, and the city of Brighton.
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1	4	SPERRY VAN NESS/THE GROUP COMMERCIAL LLC 2020 Caribou Drive, Suite 201 Fort Collins, CO 80525 970-207-0700/970-282-0785	\$62,473,851	65 56	15 steve.kawulok@svn.com www.svnco.com	\$4,120,000 41,434	366,479 287,478 79,001	1,161,295 472,029 689,266	255,422 156,980 98,442	16 \$2,063,520	Steve Kawulok Managing director 2008 1
2	1	REALTEC COMMERCIAL REAL ESTATE SERVICES INC. 255 E. Monroe Drive, Suite 4 Fort Collins, CO 80525 970-229-9900/970-282-1080	\$44,272,620	32 71	27 realtec@realtec.com www.realtec.com	\$329,800 38,247	261,346 234,847 26,499	575,844 404,977 170,867	135,068 73,514 61,554	495 \$5,680,267	Michael Ehler Managing broker 1989 4
3	3	MARCUS & MILLICHAP 3711 JFK Parkway, Suite 320 Fort Collins, CO 80525 970-267-3300/970-267-3310	\$17,436,627	8 3	4 mark.wagner@marcusmillichap.com www.marcusmillichap.com	\$3,550,000 225,848	5,133 N/A 5,133	79,346 N/A 79,346	49,354 N/A 49,354	N/A N/A	Michael Hoffman Regional manager 1995 1
4	NR	KELLER WILLIAMS REALTY OF NORTHERN COLORADO 2580 E. Harmony Road, Suite 301 Fort Collins, CO 80528 970-377-3700/970-377-3701	\$12,000,000	30 30	15 klrw19@kw.com www.northerncoloradohomes.com	N/A N/A	N/A N/A N/A	N/A N/A N/A	N/A N/A N/A	N/A N/A	JoAnn Johnston Rick Kness Operating principal Team leader 1999 3
5	NR	SULLIVANHAYES BROKERAGE 3711 JFK Parkway, Suite 310 Fort Collins, CO 80525 970-493-2393/970-221-9620	\$10,949,126	20 3	4 dtamlin@sullivanhayes.com, enichols@sullivanhayes.com www.sullivanhayes.com	N/A N/A	N/A N/A N/A	N/A N/A N/A	176,303 66,947 109,356	N/A N/A	Debbie Tamlin Eric Nichols Managing brokers 1978 3
6	6	RE/MAX ALLIANCE 4703-A Boardwalk Drive Fort Collins, CO 80525 970-206-8300/970-225-0118	\$10,335,890	13 63	9 information@commercial-inc.com www.coloradocommercialbrokers.com, www.homesincolorado.com	N/A N/A	N/A N/A N/A	N/A N/A N/A	N/A N/A N/A	N/A N/A	Gene Vaughan Broker and Owner 1985 5
7	7	THE W.W. REYNOLDS COS. 1600 Specht Point Road, Suite 101 Fort Collins, CO 80525 970-482-4800/970-221-5009	\$6,907,808	0 0	2 johns@wwreynolds.com www.wvreynolds.com	\$0 0	77,923 77,923 0	39,540 39,540 0	2,813 2,813 0	0 \$0	John G. Slack Asset manager/ Property manager 1980 2
8	NR	RE/MAX ACTION BROKERS 4102 S. Timberline Road Fort Collins, CO 80525 970-229-9200/970-229-9230	\$6,857,825	4 N/A	6 jcrawford@frii.net www.realestateactionbrokers.com	N/A 33,230	32,750 32,750 9,840	33,230 23,800 9,430	N/A N/A N/A	140 \$2,790,750	Jerry Crawford Managing broker 2004 2
9	5	EVERITT-MACMILLAN COMMERCIAL 3003 E. Harmony Road, Suite 400 Fort Collins, CO 80528 970-226-1500/970-223-4156	\$5,826,638	7 N/A	2 Terris@everittcompanies.com www.everittmacmillan.com	N/A N/A	117,399 26,612 90,787	49,310 49,310 0	0 0 0	5 \$638,000	Terri Shields Stuart MacMillan Manager 1994 1
10	8	LOVELAND COMMERCIAL LLC 1043 Eagle Drive Loveland, CO 80537 970-667-7000/970-635-2514	\$5,299,365	30 N/A	3 nklein@lovelandcommercial.com www.lovelandcommercial.com	\$0 0	10,873 10,873 0	59,040 37,059 21,981	14,856 14,856 0	4 \$2,229,250	Eric Holsapple Blaine Rappe Partner Partner / Managing broker 1995 1
11	2	HARRISON RESOURCE CORP. 2725 Rocky Mountain Ave., Suite 400 Loveland, CO 80538 970-612-4100/970-612-4106	\$4,089,530	2 7	1 craig@harrisonresource.com www.harrisonresource.com	N/A N/A	N/A N/A N/A	N/A N/A N/A	N/A N/A N/A	1,625 \$18,000,000	Craig Harrison President 1985 1

Region surveyed includes Larimer and Weld counties, and the city of Brighton.
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1	2	SPERRY VAN NESS/THE GROUP COMMERCIAL LLC 2020 Caribou Drive, Suite 201 Fort Collins, CO 80525 970-207-0700/970-282-0785	1,161,295	472,029	689,266	15 steve.kawulok@svn.com www.svnco.com	Steve Kawulok, Managing director 2008 1
2	1	REALTEC COMMERCIAL REAL ESTATE SERVICES INC. 255 E. Monroe Drive, Suite 4 Fort Collins, CO 80525 970-229-9900/970-282-1080	575,844	404,977	170,867	27 realtec@realtec.com www.realtec.com	Michael Ehler, Managing broker 1989 4
3	8	MARCUS & MILLICHAP 3711 JFK Parkway, Suite 320 Fort Collins, CO 80525 970-267-3300/970-267-3310	79,346	N/A	79,346	4 mark.wagner@marcusmillichap.com www.marcusmillichap.com	Michael Hoffman, Regional manager 1995 1
4	4	LOVELAND COMMERCIAL LLC 1043 Eagle Drive Loveland, CO 80537 970-667-7000/970-635-2514	59,040	37,059	21,981	3 nklein@lovelandcommercial.com www.lovelandcommercial.com	Eric Holsapple, Partner Blaine Rappe, Partner / Managing broker 1995 1
5	3	THE W.W. REYNOLDS COS. 1600 Specht Point Road, Suite 101 Fort Collins, CO 80525 970-482-4800/970-221-5009	39,540	39,540	0	2 johns@wwreynolds.com www.wwreynolds.com	John G. Slack, Asset manager/ Property manager 1980 2
6	7	RE/MAX ACTION BROKERS 4102 S. Timberline Road Fort Collins, CO 80525 970-229-9200/970-229-9230	33,230	23,800	9,430	6 jcrawford@frii.net www.realestateactionbrokers.com	Jerry Crawford, Managing broker 2004 2
7	NR	LIVINGSTON REAL ESTATE & DEVELOPMENT 736 Whalers Way, Bldg. G, Suite 201 Fort Collins, CO 80525 970-266-0333/970-204-0350	2,500	2,500	0	1 toml@qwest.net tomlrd.com	Tom Livingston, Owner 2005 1

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1	2	SPERRY VAN NESS/THE GROUP COMMERCIAL LLC 2020 Caribou Drive, Suite 201 Fort Collins, CO 80525 970-207-0700/970-282-0785	366,479	287,478	79,001	15 steve.kawulok@svn.com www.svnco.com	Steve Kawulok, Managing director 2008 1
2	1	REALTEC COMMERCIAL REAL ESTATE SERVICES INC. 255 E. Monroe Drive, Suite 4 Fort Collins, CO 80525 970-229-9900/970-282-1080	261,346	234,847	26,499	27 realtec@realtec.com www.realtec.com	Michael Ehler, Managing broker 1989 4
3	4	EVERITT-MACMILLAN COMMERCIAL 3003 E. Harmony Road, Suite 400 Fort Collins, CO 80528 970-226-1500/970-223-4156	117,399	26,612	90,787	2 Terris@everittcompanies.com www.everittmacmillan.com	Terri Shields Stuart MacMillan, Manager 1994 1
4	5	THE W.W. REYNOLDS COS. 1600 Specht Point Road, Suite 101 Fort Collins, CO 80525 970-482-4800/970-221-5009	77,923	77,923	0	2 johns@wreynolds.com www.wreynolds.com	John G. Slack, Asset manager/ Property manager 1990 2
5	10	RE/MAX ACTION BROKERS 4102 S. Timberline Road Fort Collins, CO 80525 970-229-9200/970-229-9230	32,750	32,750	9,840	6 jcrawford@frii.net www.realestateactionbrokers.com	Jerry Crawford, Managing broker 2004 2
6	6	LIVINGSTON REAL ESTATE & DEVELOPMENT 736 Whalers Way, Bldg. G, Suite 201 Fort Collins, CO 80525 970-266-0333/970-204-0350	17,900	17,900	0	1 toml@qwest.net tomlrd.com	Tom Livingston, Owner 2005 1
7	8	LOVELAND COMMERCIAL LLC 1043 Eagle Drive Loveland, CO 80537 970-667-7000/970-635-2514	10,873	10,873	0	3 nklein@lovelandcommercial.com www.lovelandcommercial.com	Eric Holsapple, Partner Blaine Rappé, Partner / Managing broker 1995 1
8	3	MARCUS & MILLICHAP 3711 JFK Parkway, Suite 320 Fort Collins, CO 80525 970-267-3300/970-267-3310	5,133	N/A	5,133	4 mark.wagner@marcusmillichap.com www.marcusmillichap.com	Michael Hoffman, Regional manager 1995 1
9	9	INVESTORS PROPERTIES OF COLORADO LLC 2850 McClelland Drive, Suite 1600 Fort Collins, CO 80525 970-226-2600/970-226-2609	2,500	2,500	N/A	2 jon@investors-usa.com www.investors-usa.com	Mark Lockwood, Principal broker 2005 1

Region surveyed includes Larimer and Weld counties, and the city of Brighton.
N/A-Not Available.
NR-Not ranked/no previous rank.

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



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DEVELOPERS, from 2B

Energy and Environmental Design or LEED neighborhood certification for Union Place. The 10-acre site will use geothermal and solar energy, water conserving irrigation and stormwater management, and recycle more than 85 percent of construction debris.

The project includes both market-rate and more than 30 affordable-rate town homes and triplexes, four being built by Habitat for Humanity. The units will be priced between \$150,000 and \$250,000 and available starting in early 2011.

In the commercial sector, you can just about forget going to the banks for financing new development, said Allen Ginsborg, managing director and principal of NewMark Merrill Mountain

States Division in Fort Collins. If anything, it's the banks coming to developers like Ginsborg, seeking buyers for the troubled assets on their balance sheets.

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

Angel investors or bottom-feeders?

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

California-based HG Capital LLC invests in Western U.S. real estate in good times and bad. But the company

gets a lot more attention in times like these, said President Henry Bandet.

"Traditionally a developer in normal financial times would need to come with some cash equity for a project, and the bank puts up 75 to 80 percent financing," he explained. "Today's loan-to-value ratios are more like 50 percent."

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

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

50/50, Bandet said.

In some cases, HG Capital doesn't want any bank debt involved. For speculative and land deals, the company prefers providing all the cash needed to the operating partner, since those projects face greater risk of foreclosure — especially with short-term bank loans — and HG Capital could be left on the hook with the bank taking the property.

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

David Clucas is a freelance writer based in Boulder who can be reached at clucas.work@gmail.com.

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"Our clients really can call us when they have a small maintenance issue or when they are ready to do an addition."

Josh Maes, project manager
Thunderpup Construction Inc.

THUNDERPUP, from 3B

sophical Wimp. "Sometimes it's hard to bring aesthetic desires and the financial limits together." Nonetheless, to Wimp, "It's like you're going out and playing with your friends." Thunderpup has its own in-house design team and also works off plans submitted by other designers.

That one job opened the road for other IBMC projects in Longmont (the old New Frontier Bank building), Denver and Cheyenne. In all of these, the challenge is to put the face of IBMC on a building that has served many other purposes. But that's what makes it fun, right?

Customer service is what has sustained the company throughout the bumpy economic ride of the last several years. Wimp said he would rather take a hit in the profit margin than have an unhappy client in his office.

Maes added that the company's ability to scale its efforts for projects of all sizes has also worked in Thunderpup's favor. "Our clients really can call us when they have a small maintenance issue or when they are ready to do an addition."

That isn't to say times have been all good. In 2008, Thunderpup reduced its workforce by seven. Wimp said he hopes to be back to 19 by 2012.

It takes a strong master to train his pups and Maes said Wimp is the man for the job. "Steve is a great boss. He has high expectations for everyone at Thunderpup, but he gives us the room to keep learning to improve what we do every day. He is also a great resource for advice and is always willing to help with whatever we need."

Looks like Steve Wimp is indeed Big Dog at Thunderpup.

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Property name/address	City	Available SF	Bldg. Size	Min. Divisible	Max. Contiguous	Lease Rate	Lease Type	Agent
3825 E. Mulberry St.	Fort Collins	73,938	98,045	3,808	27,459	\$4 - \$10	NNN	Dan Eckles & Nate Heckel Realtec Commercial Real Estate Services-Downtown Fort Collins / Realtec Commercial Real Estate Services-Fort Collins 970-407-7803 / 970-229-9900 deckles@realtec.com / nheckel@realtec.com
Harmony Technology Park	Fort Collins	70,700	80,000	1,000	19,000	\$20 - \$22	NNN	Kevin Brinkman & Joshua Guernsey Brinkman Partners 970-267-0954 / 970-267-0954 kevin.brinkman@brinkmanpartners.com / joshua.guernsey@brinkmanpartners.com
Harmony Corporate Center 2950 E. Harmony Road	Fort Collins	50,000	120,000	1,800	50,000	\$16.50 - \$18.50	NNN	Peter Kast Realtec Commercial Real Estate Services-Fort Collins 970-229-9900x 308 pkast@realtec.com
Medical Center of the Rockies, Bldgs. 1 & 2 2500 Rocky Mountain Ave.	Loveland	45,433	80,150	2,500	40,000	\$21.95	NNN	Ron Kuehl McWhinney Enterprises 970-962-9990 ronk@mcwhinney.com
221 E. 29th St.	Loveland	41,580	41,580	20,000	41,580	\$8	NNN	Jeffrey Doran & Cliff Johnson Realtec Commercial Real Estate Services-Fort Collins / Coldwell Banker Commercial - NRT-Loveland 970-488-3019 / 970-566-9716 jdoran@realtec.com / johnscliff@aol.com
Rangeview Three 2915 Rocky Mountain Ave.	Loveland	39,846	61,000	1,500	39,846	\$18.50 - \$19.95	NNN	Ron Kuehl & Tom Hall McWhinney Enterprises 970-962-9990 / 970-278-4444 ronk@mcwhinney.com / tomh@mcwhinney.com
Seven Generations Office Park 3221 Eastbrook Drive	Fort Collins	36,000	36,000	2,000	36,000	Negotiable	NNN	Steve Stansfield & Nate Heckel Realtec Commercial Real Estate Services-Fort Collins 970-229-9900 / 970-229-9900 steve@realtec.com / nheckel@realtec.com
The Offices at Front Range Village 300 2721 W. Council Tree Ave.	Fort Collins	30,389	60,866	1,000	30,389	\$14 - \$19	NNN	Kevin Brinkman & Joshua Guernsey Brinkman Partners 970-267-0954 / 970-267-0954 kevin.brinkman@brinkmanpartners.com / joshua.guernsey@brinkmanpartners.com
The Offices at Front Range Village Building 300 2720 W. Council Tree Ave.	Fort Collins	30,389	71,411	1,000	30,389	\$14 - \$19	NNN	Joshua Guernsey & Kevin Brinkman Brinkman Partners 970-206-4500 / 970-206-4500 joshua.guernsey@brinkmanpartners.com / kevin.brinkman@brinkmanpartners.com
4800 Wheaton Drive	Fort Collins	25,000	50,000	3,000	25,000	\$14.50	NNN	Peter Kast & Larry Stroud Realtec Commercial Real Estate Services-Fort Collins 970-229-9900x 308 / 970-229-9900 pkast@realtec.com / stroud@realtec.com
1625 S. Taft Ave.	Loveland	22,000	22,000	1,500	22,000	\$16 - \$18	NNN	Kevin Brinkman & Joshua Guernsey Brinkman Partners 970-267-0954 / 970-267-0954 kevin.brinkman@brinkmanpartners.com / joshua.guernsey@brinkmanpartners.com
The Offices at Front Range Village 100 West 2720 Council Tree Ave.	Fort Collins	21,870	60,866	1,000	21,870	\$14 - \$19	NNN	Kevin Brinkman & Joshua Guernsey Brinkman Partners 970-267-0954 / 970-267-0954 kevin.brinkman@brinkmanpartners.com / joshua.guernsey@brinkmanpartners.com
2002 Caribou Drive	Fort Collins	21,704	22,642	2,000	21,704	\$13	NNN	Steve Stansfield & Jim Palmer Realtec Commercial Real Estate Services-Fort Collins 970-229-9900 / 970-229-9900x 301 steve@realtec.com / jpalmer@realtec.com
Hahns Peak One 4850 Hahns Peak Drive	Loveland	21,541	53,088	1,600	21,541	\$15 - \$16.50	NNN	Ron Kuehl & Tom Hall McWhinney Enterprises 970-962-9990 / 970-278-4444 ronk@mcwhinney.com / tomh@mcwhinney.com
200 E. Seventh St.	Loveland	19,375	86,483	522	15,000	\$6 - \$10		Patrick O'Donnell Realtec Commercial Real Estate Services-Loveland 970-231-5576 patricko@realtec.com
The Offices at Front Range Village 100 East 2720 W. Council Tree Ave.	Fort Collins	19,152	71,411	1,000	19,152	\$14 - \$19	NNN	Kevin Brinkman & Joshua Guernsey Brinkman Partners 970-267-0954 / 970-267-0954 kevin.brinkman@brinkmanpartners.com / joshua.guernsey@brinkmanpartners.com
4012 W. Cleveland Ave.	Wellington	19,000	21,309	19,000	19,000	Negotiable		Timothy Hawke Strata Realty -Corona 951-280-1733 thawke@stratarealty.com
4868 Innovation Drive	Fort Collins	18,833	18,833	18,833	18,833	\$12	NNN	Mike Eyer & Julius Tabert Sperry Van Ness, The Group Commercial LLC 970-488-3192 / 970-488-3190 mike.eyer@svn.com / Julius.Tabert@svn.com
3425 S. Shields St.	Fort Collins	18,180	21,000	1,000	6,160	\$16 - \$19	NNN	Kevin Brinkman & Joshua Guernsey Brinkman Partners 970-267-0954 / 970-267-0954 kevin.brinkman@brinkmanpartners.com / joshua.guernsey@brinkmanpartners.com



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702 W. Drake Road, Bldg. A	Fort Collins	17,169	18,000	3,000	17,169	\$14.50	NNN	Terri Shields & Peter Kast Everitt MacMillan Commercial / Realtec Commercial Real Estate Services-Fort Collins 970-226-1500 / 970-229-9900x 308 terris@everittcompanies.com / pkast@realtec.com
2290 E. Prospect Road	Fort Collins	16,568	20,277	951	8,936	\$12	NNN	John Propp John Propp Commercial Group- 303-692-1816 john@johnproppcommercial.com
1330 Oakridge Drive	Fort Collins	15,963	15,963	15,963	15,963	\$16	NNN	Rob Hoffmann Everitt Commercial Partners, LLC 970-226-1500 robh@everittcompanies.com
2809 E. Harmony Road	Fort Collins	15,888	57,031	981	6,991	\$9 - \$12.50	NNN	Michael Ehler Realtec Commercial Real Estate Services-Fort Collins 970-488-3020 mehler@realtec.com
6125 Sky Pond Drive	Loveland	15,000	30,000	2,500	15,000	\$234 - \$258	NNN	Ron Kuehl & Tom Hall McWhinney Enterprises 970-962-9990 / 970-278-4444 ronk@mcwhinney.com / tomh@mcwhinney.com
3500 JFK Pkwy	Fort Collins	14,360	38,000	1,094	5,180	\$10 - \$10	NNN	Michelle Hickey, CCIM Re/Max Alliance-Downtown Office 970-215-7016 michelleh@remax.net
1808 N. Boise Ave.	Loveland	14,306	14,306	14,306	14,306	\$16	NNN	Jack Trethewey & Ken McCrady Realtec Commercial Real Estate Services-Loveland 970-593-9900 / 970-593-9900 jack.trethewey@realtec.com / ken.mccrady@realtec.com
2580 E. Harmony Road	Fort Collins	13,723	13,723	972	7,252	\$16 - \$18		Michael Jensen Keller Williams Realty-Fort Collins 970-212-2420 mike@fortcollinsre.com
102-136 W. 4th St.	Loveland	13,656	28,836	4,506	9,150	\$6 - \$6.65	Gross	Joseph Palieri II, CCIM Palieri & Associates- 970-215-4713 joep@comcast.net
4812 McMurry Ave.	Fort Collins	13,605	40,722	5,345	13,605	\$9.50	NNN	Dan Eckles & Rick Callan Realtec Commercial-Downtown Fort Collins 970-407-7803 / 970-407-7830 deckles@realtec.com / rc@realtec.com
107 W. 29th St.	Loveland	13,600	16,626	800	7,000	\$3 - \$11.50		Curtis Vernon Keller Williams Real Estate, LLC-Northern Colorado 970-377-3700 curtis@curtissells.com
Miramont Office Park, Bldg. E 4775 Boardwalk Drive	Fort Collins	12,793	12,793	2,500	12,793	\$18	MG	Ron Young Re/Max Alliance-Fort Collins South Office 970-206-8248 ronyoung@frii.com
1501 S. Lemay Ave.	Fort Collins	12,757	13,073	580	6,000	\$5 - \$12.75		Mark O'Donnell Doberstein Lemburg Comm. Inc. 970-221-1965 markodonnell@frii.com
Old Town Professional Center 315 W. Oak St.	Fort Collins	12,491	42,850	396	2,800	\$4 - \$18		Greg Smith Re/Max Action Brokers-Centerra 970-612-9200 gregasmith@remax.net
Foxtrail Office Park 1605 Foxtrail Drive	Loveland	12,382	12,382	1,500	6,382	\$18.50 - \$19.95	NNN	Ron Kuehl & Tom Hall McWhinney Enterprises 970-962-9990 / 970-278-4444 ronk@mcwhinney.com / tomh@mcwhinney.com
Continental Plaza 3665 JFK Pkwy	Fort Collins	11,705	54,864	872	7,828	\$14	NNN	Rhys Christensen Realtec Commercial Real Estate Services-Fort Collins 970-229-9900 rhys@Realtec.com
4795 Larimer Pkwy	Johnstown	11,632	11,632	1,454	11,632	\$17	NNN	Nick Berryman Realtec Commercial Real Estate Services-Greeley 970-346-9900 nberryman@realtecgreeley.com
3030 S. College Ave.	Fort Collins	11,293	20,000	1,274	10,019	\$9.50	NNN	Rob Hoffmann Everitt Commercial Partners, LLC- 970-226-1500 robh@everittcompanies.com
Freestanding Office Building 4710 S. College Ave.	Fort Collins	11,000	11,074	500	11,000	\$8 - \$11	NNN	Cole Herk & Jared Goodman Sperry Van Ness, The Group Commercial LLC 970-488-3166 / 970-488-3160 cole.herk@svn.com / jared.goodman@svn.com

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Property name/address	City	Available SF	Bldg. Size	Min. Divisible	Max. Contiguous	Lease Rate	Lease Type	Agent
Centre Tech I 2301 Research Blvd.	Fort Collins	10,535	24,887	1,692	10,535	\$11	NNN	Rob Hoffmann Everitt Commercial Partners, LLC- 970-226-1500 robh@everittcompanies.com
6840 S. Lemay Ave.	Fort Collins	10,500	10,500	1,000	10,500	\$15 - \$17	NNN	Kevin Brinkman Brinkman Partners 970-267-0954 kevin.brinkman@brinkmanpartners.com
St.anton Creek 1680 S. Lemay Ave.	Fort Collins	10,500	10,500	1,500	10,500	\$15 - \$17	NNN	Kevin Brinkman Brinkman Partners 970-267-0954 kevin.brinkman@brinkmanpartners.com
2501 Rocky Mountain Ave.	Loveland	10,475	80,150	5,000	10,475	\$24.25	NNN	Ron Kuehl McWhinney Enterprises 970-962-9990 ronk@mcwhinney.com
2900 S. College Ave.	Fort Collins	10,442	32,482	1,158	4,228	\$11 - \$11.50		Rob Hoffmann Everitt Commercial Partners, LLC- 970-226-1500 robh@everittcompanies.com
Ridgeview Office Park at 2534 5245 Ronald Reagan Blvd.	Loveland	10,268	10,268	2,000	10,268	\$12	NNN	James Vetting Wheeler Management Group Inc.Wheeler Management Group 970-352-5860 jvetting@wheelermgmt.com
1714 Topaz Lane	Loveland	10,240	28,672	1,024	2,048	\$6	NNN	Cole Herk & Jared Goodman Sperry Van Ness, The Group Commercial LLC 970-488-3166 / 970-488-3160 cole.herk@svn.com / jared.goodman@svn.com
Silver Tree Plaza 151 S. College Ave.	Fort Collins	10,063	24,000	103	2,600	\$5.24 - \$20		Michael Jensen Keller Williams Realty-Fort Collins 970-212-2420 mike@fortcollinsre.com
1609 Oakridge Drive	Fort Collins	10,009	12,320	2,000	10,009	\$12	NNN	Rob Hoffmann Everitt Commercial Partners, LLC- 970-226-1500 robh@everittcompanies.com
Seven Generations Office Park, Bldg. B 3221 Eastbrook Drive	Fort Collins	10,000	10,000	10,000	10,000	Negotiable	NNN	Steve Stansfield & Nate Heckel Realtec Commercial Real Estate Services-Fort Collins 970-229-9900 / 970-229-9900 steve@realtec.com / nheckel@realtec.com
4120 Clydesdale Pkwy	Loveland	10,000	10,000	1,000	10,000	\$12 - \$14	NNN	Craig Hau & Travis Ackerman Sperry Van Ness, The Group Commercial LLC 970-488-3164 / 970-488-3165 craig.hau@svn.com / travisackerman@gmail.com
Proposed 2534 Medical Office Condos 4440 Union St.	Johnstown	10,000	10,000	1,000	10,000	\$16 - \$18	NNN	Kevin Brinkman Brinkman Partners 970-267-0954 kevin.brinkman@brinkmanpartners.com

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Pictured (Left-Right): Doug Odell and Wynne Odell - Odell Brewing Co., Jay Gerdes DaVinci Sign Systems Inc.

Project: Odell Brewing Co. Expansion

Sign specifications: D/F Monument Display consisting of Post and Timber Frame, over Masonville Buff Sandstone Base, with Cast Bronze and aluminum "Odell" logo. External illumination via ground mounted fixtures.



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Property name/address	City	Available SF	Bldg. Size	Min. Divisible	Max. Contiguous	Lease Rate	Lease Type	Agent
4045 St. Cloud Drive	Loveland	9,979	13,000	1,770	3,934	\$14	NNN	Craig Hau & Travis Ackerman Sperry Van Ness, The Group Commercial LLC 970-488-3164 / 970-488-3165 craig.hau@svn.com / travisackerman@gmail.com
4848 Thompson Pkwy	Johnstown	9,477	41,000	1,500	9,477	\$17.50	NNN	Terri Shields Everitt MacMillan Commercial 970-226-1500 terris@everittcompanies.com
Choice Center Shopping Center 1705 S. College Ave.	Fort Collins	9,227	23,267	1,200	4,253	\$5 - \$12	NNN	Mel Johnson Johnson Investments 970-206-9090 johnsoninvest@frie.com
4803 E. Boardwalk Drive	Fort Collins	8,888	8,888	1,510	2,822	Negotiable	NNN	Kevin Brinkman & Rick Callan Brinkman Partners / Realtec Commercial Real Estate Services-Downtown Fort Collins 970-267-0954 / 970-407-7830 kevin.brinkman@brinkmanpartners.com / rc@realtec.com
400 E. Horsetooth Road	Fort Collins	8,879	14,475	150	5,276	\$7 - \$9	NNN	Peter Kelly & Peter Kast Realtec Commercial-Fort Collins 970-488-3021 / 970-229-9900x 308 peterk@realtec.com / pkast@realtec.com
200 S. College Ave.	Fort Collins	8,800	13,442	3,800	8,800	\$14 - \$24	NNN	Ryan Schaefer & Nick Christensen Chrisland Inc. 970-663-3150 x 4 / 970-663-3150 ryans@chrislandcommercial.com / nickc@chrislandinc.com
1629 Blue Spruce Drive	Fort Collins	8,800	32,846	4,000	8,800	\$4.50 - \$9		Terri Shields Everitt MacMillan Commercial 970-226-1500 terris@everittcompanies.com
Civic Center Building 144 N. Mason St.	Fort Collins	8,740	16,000	910	2,300	\$9.95 - \$14	NNN	Patty Spencer & Dan Eckles Realtec Commercial Real Estate Services-Downtown Fort Collins 970-407-7806 / 970-407-7803 patty@realtec.com / deckles@realtec.com
2105 S. College Ave.	Fort Collins	8,548	16,326	8,548	8,548	\$6.50	NNN	Travis Ackerman & Craig Hau Sperry Van Ness, The Group Commercial LLC 970-488-3165 / 970-488-3164 travisackerman@gmail.com / craig.hau@svn.com
1221 E. Elizabeth St.	Fort Collins	8,158	18,964	1,027	5,192	\$12	NNN	Steve Stansfield & Jeffrey Doran Realtec Commercial-Fort Collins 970-229-9900 / 970-488-3019 steve@realtec.com / jdoran@realtec.com
McClelland Office Park 2850 McClelland Drive	Fort Collins	8,126	34,184	599	4,046	\$16	Gross	Dan Eckles & Patty Spencer Realtec Commercial Real Estate Services-Downtown Fort Collins 970-407-7803 / 970-407-7806 deckles@realtec.com / patty@realtec.com
330 S. College Ave.	Fort Collins	7,797	10,745	1,527	7,797	\$14	NNN	Patty Spencer Realtec Commercial Real Estate Services-Downtown Fort Collins 970-407-7806 patty@realtec.com
Ridgeview Office Park at 2534 5255 Ronald Reagan Blvd.	Loveland	7,688	10,268	2,000	7,688	\$17	NNN	James Vetting & Ron Randel Wheeler Management Group Inc. 970-352-5860 / 970-352-5860 jvetting@wheelermgt.com / ron@wheelermgt.com
Boardwalk Office Park 772 Whalers Way	Fort Collins	7,650	7,650	2,922	4,728	\$15 - \$16	NNN	Dave Veldman Veldman Morgan Commercial 970-223-5555 dave@veldmanmorgan.com
375 Horsetooth Road, Bldg. 2	Fort Collins	7,585	10,413	2,500	5,039	\$8 - \$14	NNN	Steve Stansfield & Nate Heckel Realtec Commercial Real Estate Services-Fort Collins 970-229-9900 / 970-229-9900 steve@realtec.com / nheckel@realtec.com
323 W. Drake Road	Fort Collins	7,552	5,600	976	4,529	\$16	Gross	Dan Eckles & Patty Spencer Realtec Commercial Downtown Fort Collins 970-407-7803 / 970-407-7806 deckles@realtec.com / patty@realtec.com
Riverside Centre 1420 Riverside Ave.	Fort Collins	7,450	26,225	1,850	3,725	\$7	NNN	Jared Goodman & Cole Herk Sperry Van Ness, The Group Commercial LLC 970-488-3160 / 970-488-3166 jared.goodman@svn.com / cole.herk@svn.com
Drake Executive Plaza 2625 Redwing Road	Fort Collins	7,449	26,683	188	2,277	\$10.45 - \$10.45	NNN	Julia Cramer Drake Professional Park 970-223-7567 drake2627@drakepark.net
Poudre Valley Plaza 1015 W. Horsetooth Road	Fort Collins	7,372	17,176	500	7,372	\$13	NNN	Jared Goodman & Larry Hawe Sperry Van Ness, The Group Commercial LLC 970-488-3160 / 970-488-3161 jared.goodman@svn.com / larry.hawe@svn.com
2039 S. Timberline Road	Fort Collins	7,323	7,325	1,160	7,323	\$20	NNN	Larry Hawe Sperry Van Ness, The Group Commercial LLC 970-488-3161 larry.hawe@svn.com
1235 Riverside Ave.	Fort Collins	7,300	7,300	7,300	7,300	\$11	NNN	Aki Palmer & Jim Palmer Realtec Commercial Real Estate Services-Fort Collins 970-229-9900 / 970-229-9900x 301 aki@realtec.com / jpalmer@realtec.com
Stanford Plaza 3555 Stanford Road	Fort Collins	7,295	18,132	538	2,768	\$13 - \$156	NNN	Stephen Greenlee & Tom Peterson Stanford Real Estate LLC 970-226-1414 / 970-226-1414 sgreenlee@gmail.com / t_peterson@qwestoffice.net
2555 E. 13th St.	Loveland	7,037	77,354	488	3,906	\$20	NNN	Peter Kelly & Jason Ells Realtec Commercial-Fort Collins 970-488-3021 / 970-229-9900 peterk@realtec.com / jason@realtec.com
Villaggio Office Space 2510 E. Harmony Road	Fort Collins	7,000	13,107	1,000	7,000	\$10	NNN	Travis Ackerman & Craig Hau Sperry Van Ness, The Group Commercial LLC 970-488-3165 / 970-488-3164 travisackerman@gmail.com / craig.hau@svn.com
2975 Ginnala Drive	Loveland	6,884	15,000	1,086	4,498	\$16.50	NNN	Nathan Klein Loveland Commercial, LLC- 970-667-7000 x109 nklein@lovelandcommercial.com
Wellington Medical Center 7859 S. Sixth St.	Wellington	6,860	6,860	1,900	4,960	\$9 - \$12.50	NNN	Patricia Wassik, CCIM & Cyndi Stringham, CCIM Health Connect Properties Inc. 303-830-1444 / 303-830-1444 pwassik@healthconnectproperties.com / cstringham@healthconnectproperties.com

LARIMER OFFICE

Property name/address	City	Available SF	Bldg. Size	Min. Divisible	Max. Contiguous	Lease Rate	Lease Type	Agent
155 E. Boardwalk Drive	Fort Collins	6,834	44,084	2,657	4,177	\$14 - \$168	NNN	Rhys Christensen & Jason Ells Realtec Commercial Real Estate Services-Fort Collins 970-229-9900 / 970-229-9900 rhys@realtec.com / jason@realtec.com
1201 Oakridge Drive	Fort Collins	6,771	68,756	3,000	6,771	\$14	NNN	Aki Palmer & Jim Palmer Realtec Commercial-Fort Collins 970-229-9900 / 970-229-9900x 301 aki@realtec.com / jpalmer@realtec.com
6360 Aviation Circle	Loveland	6,234	6,234	3,117	3,117	\$9.75	NNN	Nick Christensen & Ryan Schaefer Chrisland Inc. 970-663-3150 / 970-663-3150 x 4 nickc@chrislandinc.com / ryans@chrislandcommercial.com
4730 S. College Ave.	Fort Collins	6,214	9,000	386	4,100	\$13		Steve Stansfield Realtec Commercial Real Estate Services-Fort Collins 970-229-9900 steve@realtec.com
3425 S. Shields St.	Fort Collins	6,160	21,000	1,000	6,160	\$16 - \$19	NNN	Kevin Brinkman & Joshua Guernsey Brinkman Partners 970-267-0954 / 970-267-0954 kevin.brinkman@brinkmanpartners.com / joshua.guernsey@brinkmanpartners.com
2620 E. Prospect Road	Fort Collins	6,157	42,088	2,500	6,157	\$9	NNN	Terri Shields Everitt MacMillan Commercial 970-226-1500 terris@everittcompanies.com
419 Canyon Ave.	Fort Collins	5,953	9,182	324	5,629	\$12.50 - \$19.44		Jason Ells Realtec Commercial Real Estate Services-Fort Collins 970-229-9900 jason@realtec.com
300 E. Horsetooth Road	Fort Collins	5,936	12,836	2,542	5,936	\$10	NNN	Peter Kast Realtec Commercial Real Estate Services-Fort Collins 970-229-9900x 308 pkast@realtec.com
Poudre Valley Plaza 1063 W. Horsetooth Road	Fort Collins	5,797	8,484	1,000	5,797	\$13	NNN	Jared Goodman & Larry Hawe Sperry Van Ness, The Group Commercial LLC 970-488-3160 / 970-488-3161 jared.goodman@svn.com / larry.hawe@svn.com
Spring Creek Professional Park, Bldg. H 2001 S. Shields St.	Fort Collins	5,794	9,776	647	5,794	\$6	NNN	Steve Kawulok Sperry Van Ness, The Group Commercial LLC 970-488-3156 steve.kawulok@svn.com
2537 Research Blvd.	Fort Collins	5,793	35,000	726	2,075	\$10 - \$11	NNN	Jason Ells & Peter Kelly Realtec Commercial Real Estate Services-Fort Collins 970-229-9900 / 970-488-3021 jason@realtec.com / peterk@realtec.com
Shores Office Park, Bldg. 5 375 E. Horsetooth Road	Fort Collins	5,720	13,158	2,283	5,720	\$15	NNN	Jared Goodman Sperry Van Ness, The Group Commercial LLC 970-488-3160 jared.goodman@svn.com
4715 Innovation Drive	Fort Collins	5,717	11,463	5,717	5,717	\$8	NNN	Dan Eckles & Matt Patyk Realtec Commercial Real Estate Services-Downtown Fort Collins / Realtec Commercial Real Estate Services-Fort Collins 970-407-7803 / 970-229-9900 deckles@realtec.com / matt@realtec.com
Boardwalk Office Park 760 Whalers Way	Fort Collins	5,694	7,200	667	1,506	\$14	NNN	Dave Veldman Veldman Morgan Commercial 970-223-5555 dave@veldmanmorgan.com
4557 Denrose Court	Fort Collins	5,640	20,898	5,640	5,640	\$8	NNN	Jim Mokler, CCIM, SIOR & Jeffrey Doran Realtec Commercial Real Estate Services-Downtown Fort Collins / Realtec Commercial-Fort Collins 970-407-7802 / 970-488-3019 jim@realtec.com / jdoran@realtec.com
103 W. Mountain Ave.	Fort Collins	5,611	15,533	1,272	4,339	\$16 - \$18	NNN	Ryan Schaefer & Nick Christensen Chrisland Inc. 970-663-3150 x 4 / 970-663-3150 ryans@chrislandcommercial.com / nickc@chrislandinc.com
1853 Cheyenne Ave.	Loveland	5,573	5,573	2,500	5,573	Negotiable		Nathan Klein Loveland Commercial, LLC- 970-667-7000 x109 nklein@lovelandcommercial.com
Adams Bank & Trust Building 7800 S. Hwy 287	Fort Collins	5,526	16,034	974	2,035	\$14 - \$16	NNN	Michelle Hickey, CCIM Re/Max Alliance-Downtown Office 970-215-7016 michelleh@remax.net
Prospect East Business Park 1901 Sharp Point Drive	Fort Collins	5,500	19,620	5,500	5,500	\$8	NNN	Kyle Lundy Brinkman Partners 970-672-1030 kyle.lundy@brinkmanpartners.com
2000 S. College Ave.	Fort Collins	5,341	18,735	745	2,777	\$6.99 - \$10.01	NNN	Peter Kelly & John Slack Realtec Commercial Real Estate Services-Fort Collins / W.W. Reynolds Companies-Fort Collins 970-488-3021 / 970-482-4800 peterk@realtec.com / johns@wwreynolds.com
702 W. Drake Road, Bldg. I	Fort Collins	5,250	5,250	5,250	5,250	\$18	NNN	Terri Shields Everitt MacMillan Commercial 970-226-1500 terris@everittcompanies.com
702 W. Drake Road, Bldg. J	Fort Collins	5,250	5,250	5,250	5,250	\$18	NNN	Terri Shields Everitt MacMillan Commercial 970-226-1500 terris@everittcompanies.com
2014 Caribou Drive	Fort Collins	5,228	10,268	873	4,355	\$16 - \$17	NNN	Jeffrey Doran & Aki Palmer Realtec Commercial Real Estate Services-Fort Collins 970-488-3019 / 970-229-9900 jdoran@realtec.com / aki@realtec.com
2809 E. Harmony Road	Fort Collins	5,210	57,031	5,210	5,210	\$9	NNN	Rhys Christensen & Paul Herzog Realtec Commercial Real Estate Services-Fort Collins / CRESA Partners 970-229-9900 / 303-228-0273 rhys@Realtec.com / pherzog@cresapartners.com
Eagle Crossing Retail 1 6020 Stallion Drive	Loveland	5,050	9,800	1,000	5,050	\$20	NNN	Ryan Bach Eagle Rock Realty & Management 970-218-8975 rbach@watervalley.com
1000 Centre Ave.	Fort Collins	5,050	6,500	5,050	5,050	\$14.75	MG	Larry Stroud Realtec Commercial Real Estate Services-Fort Collins 970-229-9900 stroud@realtec.com

LARIMER OFFICE

Property name/address	City	Available SF	Bldg. Size	Min. Divisible	Max. Contiguous	Lease Rate	Lease Type	Agent
4708 S. College Ave.	Fort Collins	5,000	9,074	5,000	5,000	\$9	MG	Matt Patyk & Brian Mannlein Realtec Commercial Real Estate Services-Fort Collins 970-229-9900 / 970-229-9900 matt@realtec.com / Mannlein@realtec.com
153 W. Mountain Ave.	Fort Collins	5,000	5,000	2,500	2,500	\$10 - \$18	NNN	Ryan Schaefer & Nick Christensen Chrisland Inc. 970-663-3150 x 4 / 970-663-3150 ryans@chrislandcommercial.com / nickc@chrislandinc.com

LARIMER INDUSTRIAL

5924 S. College Ave.	Fort Collins	62,726,400	7,640	62,726,400	1,440	\$8.33	Gross	Joshua Guernsey & Kevin Brinkman Brinkman Partners 970-267-0954 / 970-267-0954 joshua.guernsey@brinkmanpartners.com / kevin.brinkman@brinkmanpartners.com
Centerra Industrial Park	Loveland	100,950	100,950	15,000	100,950	\$6.50 - \$7.95	NNN	Ron Kuehl & Tom Hall McWhinney Enterprises 970-962-9990 / 970-278-4444 ronk@mcwhinney.com / tomh@mcwhinney.com
3680 Draft Horse	Loveland	100,000	100,000	10,000	100,000	\$5.25 - \$8.25	NNN	Jason Ells Realtec Commercial Real Estate Services-Fort Collins 970-229-9900 jason@realtec.com
2400 Midpoint Drive	Fort Collins	56,668	56,668	10,000	56,668	\$11.50	NNN	John Slack W.W. Reynolds Companies-Fort Collins 970-482-4800 johns@wwreynolds.com
 Heavy Manufacturing Space 120 N.E. Frontage Road	Fort Collins	53,600	123,160	53,600	53,600	\$5	NNN	 Sperry Van Ness. The Group Commercial, LLC Steve Kawulok, Travis Ackerman & Dan Leuschen Sperry Van Ness, The Group Commercial LLC 970-488-3156 / 970-222-6452 steve.kawulok@svn.com / travis.ackerman@svn.com
218 Smokey St.	Fort Collins	52,829	52,829	21,839	52,829	Negotiable		Richard Schepis Fuller Real Estate 303-312-4238 rschepis@fullercompany.com
302 Third St. SE	Loveland	48,000	48,600	48,000	48,000	\$5.50	NNN	Jim Mokler, CCIM, SIOR Realtec Commercial Real Estate Services-Downtown Fort Collins 970-407-7802 jim@realtec.com
1212 Riverside Ave.	Fort Collins	42,189	42,189	42,189	42,189	\$5 - \$7	NNN	Marty Knappe CB Richard Ellis-Denver Downtown 303-628-1741 marty.knappe@cbre.com
1800 E. Harmony Road	Fort Collins	40,000	61,250	20,000	40,000	\$71.40 - \$83.40	NNN	Dan Eckles & Nate Heckel Realtec Commercial Real Estate Services-Downtown Fort Collins / Realtec Commercial Fort Collins 970-407-7803 / 970-229-9900 deckles@realtec.com / nheckel@realtec.com
4856-4868 Innovation Drive	Fort Collins	37,993	80,560	5,000	37,993	\$11	NNN	Jason Ells & Larry Stroud Realtec Commercial Real Estate Services-Fort Collins 970-229-9900 / 970-229-9900 jason@realtec.com / stroud@realtec.com
3620 Weicker Drive	Fort Collins	34,105	250,400	34,105	34,105	\$4.25 - \$6.25	NNN	Jason Ells & Larry Stroud Realtec Commercial-Fort Collins 970-229-9900 / 970-229-9900 jason@realtec.com / stroud@realtec.com
Anasazi Business Park Phase II 697 Denver Ave.	Loveland	32,728	49,120	1,609	26,292	\$10 - \$16	NNN	Joseph Palieri II, CCIM Palieri & Associates- 970-215-4713 joep@comcast.net
1600 Prospect Pkwy	Fort Collins	26,200	26,200	4,699	26,200	\$9.65	NNN	John Slack W.W. Reynolds Cos.-Fort Collins 970-482-4800 johns@wwreynolds.com
1040 N. Madison Ave.	Loveland	25,500	25,500	25,500	25,500	\$6	MG	Patrick O'Donnell & Larry Melton Realtec Commercial Real Estate Services-Loveland 970-231-5576 / 970-593-9900 patricko@realtec.com / larry.melton@realtec.com
255 42nd St. SW	Loveland	23,472	44,290	8,538	23,472	\$4.50 - \$5	NNN	Bob McConnell Prudential Rocky Mountain, Realtors-Loveland 970-612-1231 bobccom@gmail.com
5001 S. College Ave.	Fort Collins	23,000	23,000	23,000	23,000	\$6	NNN	Cole Herk & Jared Goodman Sperry Van Ness, The Group Commercial LLC 970-488-3166 / 970-488-3160 cole.herk@svn.com / jared.goodman@svn.com
129 S. Madison Ave.	Loveland	20,000	20,000	10,000	20,000	\$6.50	NNN	Cole Herk & Jared Goodman Sperry Van Ness, The Group Commercial LLC 970-488-3166 / 970-488-3160 cole.herk@svn.com / jared.goodman@svn.com
310-320 N. Railroad Ave.	Loveland	19,404	19,404	6,076	6,828	\$4 - \$5	MG	Mark O'Donnell Doberstein Lemberg Comm. Inc. 970-221-1965 markodonnell@frii.com
2506 Zurich Drive	Fort Collins	19,000	86,000	3,500	19,000	\$5.50 - \$8.50	NNN	Carlos Barreras Re/Max Alliance-Greeley 970-506-2923 cbarreras@remax.net
224 W. Harmony Road	Fort Collins	18,600	18,600	18,600	18,600	\$7	NNN	Russell Baker & Jim Capecelatro Fuller Real Estate 970-776-3900 / 303-312-4295 rbaker@fullercompany.com / jcapecelatro@fullercompany.com
1405 E. Olive Court	Fort Collins	18,300	18,300	1,500	18,300	\$5	NNN	Rick Callan Realtec Commercial Real Estate Services-Downtown Fort Collins 970-407-7830 rc@realtec.com

LARIMER INDUSTRIAL

Property name/address	City	Available SF	Bldg. Size	Min. Divisible	Max. Contiguous	Lease Rate	Lease Type	Agent
4414 E. Harmony Road	Fort Collins	17,195	30,000	5,000	17,195	\$7.50	NNN	Kevin Brinkman & Joshua Guernsey Brinkman Partners 970-267-0954 / 970-267-0954 kevin.brinkman@brinkmanpartners.com / joshua.guernsey@brinkmanpartners.com
140 SW Second St.	Loveland	17,000	43,300	17,000	17,000	\$1	Gross	Cole Herk Sperry Van Ness, The Group Commercial LLC 970-488-3166 cole.herk@svn.com
2125 Citrine Court	Loveland	17,000	17,000	17,000	17,000	\$2.50	NNN	Randy Marshall Sperry Van Ness, The Group Commercial LLC 970-488-3159 randy.marshall@svn.com
2600 N. Lincoln Ave.	Loveland	16,040	16,040	4,040	16,040	\$3.50	NNN	Larry Melton & Steve Stansfield Realtec Commercial Real Estate Services-Loveland / Realtec Commercial Real Estate Services-Fort Collins 970-593-9900 / 970-229-9900 larry.melton@realtec.com / steve@realtec.com
Precision Business Park 3855 Precision Drive	Loveland	15,687	31,374	2,800	11,559	\$12.50 - \$13	NNN	Ron Kuehl & Tom Hall McWhinney Enterprises 970-962-9990 / 970-278-4444 ronk@mcwhinney.com / tomh@mcwhinney.com
5874 Langley Ave.	Loveland	15,285	15,285	15,285	15,285	\$4.75	NNN	Michael Ehler Realtec Commercial Real Estate Services-Fort Collins 970-488-3020 mehler@realtec.com
3555 S. Lincoln Ave.	Loveland	15,012	15,247	3,588	15,012	\$5	NNN	Julius Tabert & Mike Eyer Sperry Van Ness, The Group Commercial LLC 970-488-3190 / 970-488-3192 Julius.Tabert@svn.com / mike.eyer@svn.com
8101 SW Frontage Road	Fort Collins	14,850	39,960	2,500	14,850	\$5 - \$7.50	NNN	Dan Eckles Realtec Commercial Real Estate Services-Downtown Fort Collins 970-407-7803 deckles@realtec.com
2025 Sharp Point Drive	Fort Collins	14,692	14,692	14,692	14,692	\$6.50	NNN	Dan Bernth & Mark O'Donnell Doberstein Lemburg Comm. Inc. 970-221-1965 / 970-221-1965 danbernth@friei.com / markodonnell@friei.com
The Commons at Foothills Mall 344 E. Foothills Pkwy	Fort Collins	14,454	49,697	640	5,176	\$120	MG	Nate Heckel & Matt Patyk Realtec Commercial Real Estate Services-Fort Collins 970-229-9900 / 970-229-9900 nheckel@realtec.com / matt@realtec.com
6771 E. 45th St.	Loveland	14,080	14,080	14,080	14,080	\$7.25	NNN	Patrick O'Donnell Realtec Commercial Real Estate Services-Loveland 970-231-5576 patricko@realtec.com
2028 SE Frontage Road	Fort Collins	13,500	13,500	13,500	13,500	\$7	NNN	Dan Eckles Realtec Commercial Real Estate Services-Downtown Fort Collins 970-407-7803 deckles@realtec.com
1513 Webster Court	Fort Collins	10,560	19,060	5,280	10,560	\$5	NNN	Dan Eckles & Patty Spencer Realtec Commercial Real Estate Services-Downtown Fort Collins 970-407-7803 / 970-407-7806 deckles@realtec.com / patty@realtec.com
1825 Sharp Point Drive	Fort Collins	10,560	19,200	2,400	10,560	\$9.75	NNN	John Slack W.W. Reynolds Cos.-Fort Collins 970-482-4800 johns@wwreynolds.com
1312-1316 Duff Drive	Fort Collins	10,400	40,000	2,700	5,000	\$5.25	NNN	Jason Ells Realtec Commercial Real Estate Services-Fort Collins 970-229-9900 jason@realtec.com
River Center 30 2619 Midpoint Drive	Fort Collins	10,071	14,400	2,400	10,071	\$8.50 - \$9.75	NNN	John Slack W.W. Reynolds Companies-Fort Collins 970-482-4800 johns@wwreynolds.com
825 E. 11th St.	Loveland	10,000	10,000	10,000	10,000	\$5	NNN	Dan Bernth Doberstein Lemburg Comm. Inc. 970-221-1965 danbernth@friei.com
216 Commerce Drive	Fort Collins	9,571	14,472	1,582	5,203	\$4.75 - \$5.95	NNN	Dan Bernth Doberstein Lemburg Comm. Inc. 970-221-1965 danbernth@friei.com
1807-1831 E. Mulberry St.	Fort Collins	9,470	29,368	1,800	4,950	\$6.95	NNN	Jared Goodman & Cole Herk Sperry Van Ness, The Group Commercial LLC 970-488-3160 / 970-488-3166 jared.goodman@svn.com / cole.herk@svn.com
308 N. Link Lane	Fort Collins	9,378	9,378	9,378	9,378	\$7	NNN	Craig Hau Sperry Van Ness, The Group Commercial LLC 970-488-3164 craig.hau@svn.com
1900 E. Lincoln Ave.	Fort Collins	8,932	14,848	8,932	8,932	\$6.75	NNN	Cole Herk & Travis Ackerman Sperry Van Ness, The Group Commercial LLC 970-488-3166 / 970-222-6452 cole.herk@svn.com / travis.ackerman@svn.com
208 Commerce Drive	Fort Collins	8,740	14,880	2,580	5,660	\$3.50 - \$5	NNN	Dan Bernth Doberstein Lemburg Comm. Inc. 970-221-1965 danbernth@friei.com
1418 Webster Ave.	Fort Collins	8,580	13,080	2,000	8,580	\$5.75	NNN	Mark O'Donnell Doberstein Lemburg Comm. Inc. 970-221-1965 markodonnell@friei.com
5857 Wright Drive	Loveland	8,470	15,000	1,274	8,470	\$5 - \$7	NNN	Peter Kast & Tom Livingston Realtec Commercial-Fort Collins / Livingston Real Estate & Development 970-229-9900x 308 / 970-266-0333 pkast@realtec.com / tom1@qwestoffice.net
1730 E. Prospect Road	Fort Collins	8,400	250,000	8,400	8,400	\$6	Gross	Joseph Palieri II, CCIM Palieri & Associates 970-215-4713 joep@comcast.net
1409 E. Olive Court	Fort Collins	8,220	8,220	2,740	8,220	\$4.50	NNN	Larry Stroud Realtec Commercial Real Estate Services-Fort Collins 970-229-9900 stroud@realtec.com



NORTHERN COLORADO WOMEN OF DISTINCTION

2010

AUGUST 12, 2010

7:30 - 9:30 AM

BREAKFAST EVENT

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TICKETS ARE \$39 EACH
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For the second year more than 70 awesome women have been nominated for the annual 2010 Women of Distinction Awards.

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Register online at NCBR.com. Click on Events under the Departments heading.

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Women of Distinction is the premier celebration recognizing female leadership in Northern Colorado. Whether business professionals or community leaders, philanthropists or educators, these women choose to exert their time and considerable talents in ways that strengthen not only their organization's interests but our entire community.

A portion of Women of Distinction proceeds will benefit



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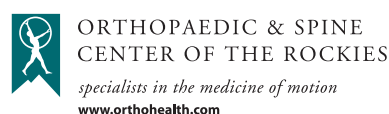
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Property name/address	City	Available SF	Bldg. Size	Min. Divisible	Max. Contiguous	Lease Rate	Lease Type	Agent
2509 Research Blvd.	Fort Collins	8,132	18,132	8,132	8,132	\$14 - \$16	NNN	Terri Shields Everitt MacMillan Commercial 970-226-1500 terris@everittcompanies.com
832 E. Lincoln Ave.	Fort Collins	8,000	13,600	2,400	8,000	\$8	NNN	Michael McCrery F & M Real Estate Co.- 970-484-9088 michaelmccrery@colorado-land.com
120 Commerce Drive, Unit 1 & 4	Fort Collins	7,979	13,500	3,429	4,550	\$6.50 - \$7.50	NNN	Cole Herk & Jared Goodman Sperry Van Ness, The Group Commercial LLC 970-488-3166 / 970-488-3160 cole.herk@svn.com / jared.goodman@svn.com
Stewart Building 1401 Duff Drive	Fort Collins	7,500	19,144	1,875	7,500	\$5.95	NNN	Cole Herk & Steve Kawulok Sperry Van Ness, The Group Commercial LLC 970-488-3166 / 970-488-3156 cole.herk@svn.com / steve.kawulok@svn.com
900 Josephine Court	Loveland	7,500	7,500	6,250	7,500	\$6	NNN	Jim Mokler,CCIM,SIOR Realtec Commercial Real Estate Services-Downtown Fort Collins 970-407-7802 jim@realtec.com
2006-2016 E. Lincoln Ave. 2006 E. Lincoln Ave.	Fort Collins	7,434	17,810	1,046	3,218	\$4.75	NNN	Jason Ells Realtec Commercial Real Estate Services-Fort Collins 970-229-9900 jason@realtec.com
6604-6624 Powell	Loveland	7,200	21,600	2,400	2,400	\$9	NNN	Larry Melton Realtec Commercial Real Estate Services-Loveland 970-593-9900 larry.melton@realtec.com
106 N. Link Lane	Fort Collins	7,056	23,040	7,056	7,056	\$7	NNN	Matt Patyk & Dan Eckles Realtec Commercial Fort Collins / Realtec Commercial Real Estate Services-Downtown Fort Collins 970-229-9900 / 970-407-7803 matt@realtec.com / deckles@realtec.com
5837 Wright Drive	Loveland	6,875	6,875	2,750	4,125	\$6	NNN	Jeffrey Doran & Steve Stansfield Realtec Commercial-Fort Collins 970-488-3019 / 970-229-9900 jdoran@realtec.com / steve@realtec.com
1739 S. County Road 13C	Loveland	6,412	6,412	5,140	6,412	\$7.50	NNN	Ryan Schaefer & Nick Christensen Chrisland Inc. 970-663-3150 x 4 / 970-663-3150 ryans@chrislandcommercial.com / nickc@chrislandinc.com
393 N. Denver Ave.	Loveland	6,300	6,300	6,300	6,300	\$3.75	NNN	Craig Hau Sperry Van Ness, The Group Commercial LLC 970-488-3164 craig.hau@svn.com
700 Automation Drive	Windsor	6,000	25,200	6,000	6,000	\$3.50	Plus E	Research Pending Xceligent-Dallas 816-303-5300 cdsupport@xceligent.com
6340-6360 Aviation Circle	Loveland	5,813	21,900	5,813	5,813	\$9.75	NNN	Nick Christensen & Ryan Schaefer Chrisland Inc. 970-663-3150 / 970-663-3150 x 4 nickc@chrislandinc.com / ryans@chrislandcommercial.com
121 John Deere Drive	Fort Collins	5,800	5,800	5,800	5,800	\$8.27	NNN	Jason Ells & Brian Mannlein Realtec Commercial Real Estate Services-Fort Collins 970-229-9900 / 970-229-9900 jason@realtec.com / Mannlein@realtec.com
6350 Aviation Circle	Loveland	5,771	21,312	5,771	5,771	\$9.75	NNN	Ryan Schaefer & Nick Christensen Chrisland Inc. 970-663-3150 x 4 / 970-663-3150 ryans@chrislandcommercial.com / nickc@chrislandinc.com
2649 E. Mulberry St., Nos. 26 & 27	Fort Collins	5,707	5,707	5,707	5,707	\$5	NNN	Craig Hau Sperry Van Ness, The Group Commercial LLC 970-488-3164 craig.hau@svn.com
Oak Tech I 4700 McMurry Drive	Fort Collins	5,549	17,200	1,878	5,549	\$12	NNN	Rob Hoffmann Everitt Commercial Partners, LLC- 970-226-1500 robh@everittcompanies.com
604 Eighth St.	Loveland	5,400	16,368	2,700	5,400	\$7	MG	Patrick O'Donnell Realtec Commercial Real Estate Services-Loveland 970-231-5576 patricko@realtec.com
241 Racquette Drive	Fort Collins	5,266	13,972	1,218	3,852	\$5	Gross	Dan Eckles & Patty Spencer Realtec Commercial Real Estate Services-Downtown Fort Collins 970-407-7803 / 970-407-7806 deckles@realtec.com / patty@realtec.com
1304 Duff Drive	Fort Collins	5,250	24,500	1,750	5,250	\$6 - \$7	NNN	Peter Kast & Jeffrey Doran Realtec Commercial Real Estate Services-Fort Collins 970-229-9900x 308 / 970-488-3019 pkast@realtec.com / jdoran@realtec.com
219 N. Timberline Road	Fort Collins	5,000	10,000	5,000	5,000	\$5.50	NNN	Mike Eyer & Julius Tabert Sperry Van Ness, The Group Commercial LLC 970-488-3192 / 970-488-3190 mike.eyer@svn.com / Julius.Tabert@svn.com
3800 Weicker Drive	Fort Collins	5,000	40,000	5,000	5,000	\$6	NNN	Dan Eckles Realtec Commercial Real Estate Services-Downtown Fort Collins 970-407-7803 deckles@realtec.com
3501 S. Mason St.	Fort Collins	5,000	11,250	5,000	5,000	\$9	NNN	George Holter G.A. Holter Realty 970-566-5438 holter3@aol.com
4700 Innovation Drive	Fort Collins	5,000	10,248	5,000	5,000	\$7.50	NNN	Peter Kelly Realtec Commercial-Fort Collins 970-488-3021 peterk@realtec.com
524 W. 69th St.	Loveland	5,000	9,600	2,000	5,000	\$7.50	NNN	Travis Ackerman Sperry Van Ness, The Group Commercial LLC 970-488-3165 travisackerman@gmail.com
117 Smokey St.	Fort Collins	5,000	5,000	5,000	5,000	\$6.95	NNN	Jeffrey Doran Realtec Commercial-Fort Collins 970-488-3019 jdoran@realtec.com




WELD OFFICE

Property name/address	City	Available SF	Bldg. Size	Min. Divisible	Max. Contiguous	Lease Rate	Lease Type	Agent
TriPointe Business Center 3001 Eighth Ave.	Evans	148,510	230,000	200	40,996	\$2.95 - \$13		Brandi Spencer Colorado and Santa Fe Real EstateBroomfield 303-466-2500 bspencer@coloradosantafe.com
3979 Hwy 119	Longmont	120,000	80,000	6,000	120,000	Negotiable		Chris Boston & Stacey Hutton Gibbons-White Inc. 303-586-5930 / 303-442-1040 x 5931 cboston@gibbonswhite.com / stacey@gibbonswhite.com
7251 Fourth St.	Greeley	48,000	48,000	48,000	48,000	\$8	NNN	Blaine Herdman Re/Max Alliance-Greeley 970-313-1190 bherdman@rmfa.com
Poudre Valley Medical Fitness at Marina Health Campus 1870 Marina Drive	Windsor	39,736	60,000	1,337	6,908	\$20	NNN	Ryan Bach Eagle Rock Realty & Management- 970-218-8975 rbach@watervalley.com
2200 Thompson Pkwy	Johnstown	30,400	56,300	1,400	30,400	\$21 - \$23	NNN	Ryan Schaefer & Nick Christensen Chrisland Inc. 970-663-3150 x 4 / 970-663-3150 ryans@chrislandcommercial.com / nickc@chrislandinc.com
2200 Thompson Pkwy	Johnstown	25,900	56,300	1,500	25,900	\$26 - \$28	NNN	Ryan Schaefer & Nick Christensen Chrisland Inc. 970-663-3150 x 4 / 970-663-3150 ryans@chrislandcommercial.com / nickc@chrislandinc.com
Firestone Crossing Business Center	Firestone	24,000	24,000	1,500	24,000	\$15 - \$17	NNN	Danny Lindau & Tim Conarro The Colorado Group Inc. 303-449-2131x118 / 303-449-2131x127 dlindau@coloradogroup.com / tim@coloradogroup.com
Summit View Medical 2001 W. 70th Ave.	Greeley	15,061	75,000	1,393	13,668	\$16.50 - \$17.50	NNN	Ron Randel Wheeler Management Group Inc.Wheeler Management Group 970-352-5860 ron@wheelermgt.com
3459 20th St.	Greeley	14,387	23,072	2,988	4,953	Negotiable	NNN	Renee Wehrung & Kate Struzenberg Realtec Commercial Real Estate Services-Greeley 970-346-9900 / 970-346-9900 rwehrung@realtecgreeley.com / kstruzen@realtecgreeley.com
Greeley Plaza Building 804 Seventh St.	Greeley	14,312	119,159	225	10,000	\$8 - \$15	NNN	Travis Ackerman & Jim Neufeld Sperry Van Ness, The Group Commercial LLC 970-222-6452 / 970-207-0700x travis.ackerman@svn.com / Jim.neufeld@svn.com
1220 11th Ave.	Greeley	12,949	15,066	322	12,949	\$8.50 - \$9.50	Gross	Kate Struzenberg & Nick Berryman Realtec Commercial-Greeley 970-346-9900 / 970-346-9900 kstruzen@realtecgreeley.com / nberryman@realtecgreeley.com
Water Valley Crossing 360 Crossroads Blvd.	Windsor	12,800	12,800	1,256	12,800	\$16 - \$18	NNN	Ryan Bach Eagle Rock Realty & Management 970-218-8975 rbach@watervalley.com
501 Main St.	Windsor	10,450	10,450	2,080	4,420	\$4.50 - \$10	NNN	Jared Goodman & Cole Herk Sperry Van Ness, The Group Commercial LLC 970-488-3160 / 970-488-3166 jared.goodman@svn.com / cole.herk@svn.com
2525 W. 16th St.	Denver	10,306	10,306	990	2,961	\$18	FSG	John Gustafson Grubb & Ellis-Denver 303-572-5588 john.gustafson@grubb-ellis.com
11409 Business Park Circle	Firestone	9,648	23,951	445	6,432	\$12.95 - \$14.95	NNN	Chris Boston & Dan Ferrick Gibbons-White Inc. 303-586-5930 / 303-442-1040 cboston@gibbonswhite.com / dan@gibbonswhite.com
61 Erie Parkway	Erie	8,110	8,110	1,150	8,110	\$18 - \$20	NNN	Tom Van Lone Keller Williams Front Range Properties LLC-The Van Lone Team 720-259-1373 tvanlone@comcast.net
Traynor Office Park 4775 Larimer Pkwy	Johnstown	7,800	11,643	1,000	7,800	\$12	NNN	Patrick O'Donnell & Peter Kast Realtec Commercial-Loveland / Realtec Commercial-Fort Collins 970-231-5576 / 970-229-9900x 308 patricko@realtec.com / pkast@realtec.com
College Green Office Park 4625 W. 20th St.	Greeley	7,621	7,621	7,621	7,621	\$11.75	Gross	Jim Neufeld Sperry Van Ness, The Group Commercial LLC 970-207-0700x Jim.neufeld@svn.com
1701 23rd Ave.	Greeley	7,300	29,875	3,000	7,300	\$102	FSG	Ron A. Kohl Re/Max Alliance-Greeley 970-506-2940 ronkohl@remax.net
Fox Run Office Park 1711 61st Ave.	Greeley	7,095	18,169	7,095	7,095	\$9	NNN	James Vetting Wheeler Management Group Inc.Wheeler Management Group 970-352-5860 jvetting@wheelermgt.com
Wilshire Professional Building 2918 W. 10th St.	Greeley	6,885	6,855	2,000	6,885	\$8	NNN	Ron Randel Wheeler Management G-Wheeler Management Group 970-352-5860 ron@wheelermgt.com
39 S. Parish Ave.	Johnstown	6,647	6,647	2,065	2,500	\$12	NNN	Jim Neufeld Sperry Van Ness, The Group Commercial LLC 970-207-0700x Jim.neufeld@svn.com
College Green Office Park 4657 W. 20th St.	Greeley	5,674	6,256	5,674	5,674	\$11.50	NNN	Jim Neufeld Sperry Van Ness, The Group Commercial LLC 970-207-0700x Jim.neufeld@svn.com
Fox Run Business Park 1709 61st Ave.	Greeley	5,452	5,452	1,500	5,452	\$13	NNN	Ron Randel Wheeler Management Group Inc.Wheeler Management Group 970-352-5860 ron@wheelermgt.com
4689 W. 20th St., Unit E	Greeley	5,437	5,437	5,437	5,437	\$11.50	Gross	Jim Neufeld Sperry Van Ness, The Group Commercial LLC 970-207-0700x Jim.neufeld@svn.com
2723 W. 11th St. Road	Greeley	5,300	5,300	5,300	5,300	\$13	NNN	Jim Neufeld Sperry Van Ness, The Group Commercial LLC 970-207-0700x Jim.neufeld@svn.com

WELD OFFICE

Property name/address	City	Available SF	Bldg. Size	Min. Divisible	Max. Contiguous	Lease Rate	Lease Type	Agent
3519 W. 12 St.	Greeley	5,120	5,120	5,120	5,120	\$10	NNN	Frank Griffin & Mike Quinlan Frederick Ross Co. 303-260-4345 / 303-260-4441 fgriffin@frederickross.com / mquinlan@frederickross.com
1601 Pelican Lakes Point	Windsor	5,100	10,300	1,418	5,100	\$20	NNN	Ryan Bach Eagle Rock Realty & Management- 970-218-8975 rbach@watervalley.com
808 Eighth St.	Greeley	5,000	7,750	5,000	5,000	\$5	NNN	Kirk Relford Re/Max Alliance-Fort Collins South Office 970-669-1234 KirkRelford@remax.net

WELD INDUSTRIAL

Kodak Colorado Campus 9952 Eastman Park Drive	Windsor	725,000	1,231,000	20,000	506,000	Negotiable		Jim Bolt & Mike Camp CB Richard Ellis-Denver 720-528-6310 / 720-528-6313 james.bolt@cbre.com / mike.camp@cbre.com
Boomerang Business Park 712 71st Ave.	Greeley	271,821	271,821	20,000	271,821	\$8.15	NNN	Kevin Brinkman & Joshua Guernsey Brinkman Partners 970-267-0954 / 970-267-0954 kevin.brinkman@brinkmanpartners.com / joshua.guernsey@brinkmanpartners.com
 900 Metal Container Court	Windsor	214,750	214,750	214,750	214,750	\$5	NNN	 Sperry Van Ness. The Group Commercial, LLC Dan Leuschen & Steve Kawulok Sperry Van Ness, The Group Commercial LLC 970-488-3158 / 970-488-3156 dan.leuschen@svn.com / steve.kawulok@svn.com
Great Western Industrial 31800 Great Western Drive	Windsor	158,000	158,000	10,000	158,000	\$6.50 - \$7.95	NNN	Kirk Vanino & Steve Hager Cushman & Wakefield-Denver 303-813-6453 / 303-813-6446 kirk.vanino@cushwake.com / steve.hager@cushwake.com
Cottonwood Commerce Centre 100 Arbor St.	Firestone	80,000	80,000	20,000	80,000	\$6 - \$8	NNN	Joe Valdez Antonoff & Company Brokerage 303-454-5423 jvaldez@antonoff.com
12580 WCR 58	Greeley	61,924	61,924	24,600	61,924	\$5.50	NNN	Mark Bradley, CCIM Realtec Commercial Real Estate Services-Greeley 970-346-9900x103 mbradley@realtec.com
2950 Colorful Ave.	Longmont	60,400	119,467	16,000	60,400	\$4.75 - \$6.50	NNN	John Weston Weston Enterprises Realty Inc. 303-995-8011 john@westonenterprisesrealty.com
821 County Road 27	Brighton	58,090	58,090	7,000	22,200	\$2.70 - \$8.57	Gross	Ryan Good & Mike Camp CB Richard Ellis-Denver 720-528-6383 / 720-528-6313 ryan.good@cbre.com / mike.camp@cbre.com
2234 117th Ave.	Greeley	44,900	46,125	8,980	44,900	\$4.75 - \$5.50	NNN	Ron A. Kohl Re/Max Alliance-Greeley 970-506-2940 ronkohl@remax.net
5073 Silverpeaks	Dacono	40,000	40,000	10,000	40,000	\$9	NNN	James O'Malley Resolute Investments 303-645-0545 jomalley@resoluteinvestments.com
4107-4117 S. Valley Drive	Longmont	36,140	36,140	8,063	10,560	\$4.75	NNN	Noreen Canaday Colorado Gold Properties- 720-480-1589 noreencanaday@aol.com
 3331 W. 29th St.	Greeley	33,258	33,258	33,258	33,258	\$6.30	NNN	 Sperry Van Ness. The Group Commercial, LLC Dan Leuschen & Steve Kawulok Sperry Van Ness, The Group Commercial LLC 970-488-3158 / 970-488-3156 dan.leuschen@svn.com / steve.kawulok@svn.com
701 Automation Drive	Windsor	26,750	26,750	26,750	26,750	\$2	NNN	Kevin Brinkman & Joshua Guernsey Brinkman Partners 970-267-0954 / 970-267-0954 kevin.brinkman@brinkmanpartners.com / joshua.guernsey@brinkmanpartners.com
Long's Peak Business Center 5073 Silver Peaks	Dacono	22,750	80,000	2,873	15,181	\$5 - \$10	NNN	James O'Malley Resolute Investments- 303-645-0545 jomalley@resoluteinvestments.com
Diamond Valley Tech Center 960 Diamond Valley Drive	Windsor	20,000	100,000	6,000	20,000	\$7.50-\$8.50	NNN	Ryan Bach Eagle Rock Realty & Management 970-218-8975 rbach@watervalley.com
960 Diamond Valley Drive	Windsor	18,975	38,000	6,000	18,975	\$7.50 - \$8.50	NNN	Todd Bruteig Poudre Realty 970-302-3232 tbruteig@msn.com
1470 42nd St.	Evans	17,500	22,000	1,500	9,500	\$6.75	NNN	Mark Bradley, CCIM Realtec Commercial Real Estate Services-Greeley 970-346-9900x103 mbradley@realtec.com
1277 Factory Drive	Fort Lupton	16,800	16,800	16,800	16,800	\$5.75	NNN	Doug Viseur & Todd Witty CB Richard Ellis-Denver 720-528-6378 / 720-528-6339 doug.viseur@cbre.com / todd.witty@cbre.com
5858 Wright Drive	Loveland	16,370	16,370	16,370	16,370	\$6	NNN	Jim Mokler, CCIM, SIOR Realtec Commercial Real Estate Services-Downtown Fort Collins 970-407-7802 jim@realtec.com

WELD INDUSTRIAL

Property name/address	City	Available SF	Bldg. Size	Min. Divisible	Max. Contiguous	Lease Rate	Lease Type	Agent
4289 Commerce Drive	Frederick	16,000	16,000	16,000	16,000	\$8	NNN	Annie Lund & Angela Topel Gibbons-White Inc. 303-586-5922 / 303-442-1040 annie@gibbonswhite.com / angela@gibbonswhite.com
1530 Vista View Drive	Longmont	15,525	15,525	5,139	15,525	\$7.50	NNN	Tim Conarro & Audrey Berne The Colorado Group Inc. 303-449-2131x127 / 303-449-2131 x121 tim@coloradogroup.com / ab@coloradogroup.com
3762 Puritan Way	Frederick	15,000	15,000	5,000	15,000	\$8.12	NNN	Kay Corken Marx Real Estate Corp.- 303-761-4006 kcorken920@aol.com
4005 N. Valley Drive	Longmont	14,400	29,080	4,000	14,400	\$4.50	NNN	Ed Regel Prudential Real Estate of the Rockies 303-746-7375 Edward@regelassociates.com
Gateway Center 320 Gateway Drive	Johnstown	14,000	27,394	14,000	14,000	\$5.25	NNN	Timothy Gilchrist & Russell Baker Fuller Real Estate 303-312-4259 / 970-776-3900 tgilchrist@fullercompany.com / rbaker@fullercompany.com
2111 Second Ave.	Greeley	14,000	20,000	14,000	14,000	\$4	MG	Mark Bradley, CCIM Realtec Commercial Real Estate Services-Greeley 970-346-9900x103 mbradley@realtec.com
1567 Skyway Drive	Longmont	14,000	15,016	2,500	14,000	\$3	NNN	Bill Thompson CB Richard Ellis-Denver 720-528-6373 bill.thompson@cbre.com
1403 First Ave.	Greeley	13,660	13,660	6,460	13,660	\$5	NNN	Ron Randel Wheeler Management Group Inc. Wheeler Management Group 970-352-5860 ron@wheelermtg.com
661 Innovation Drive	Windsor	12,556	12,556	6,278	12,556	\$7.50	NNN	Dan Eckles Realtec Commercial Real Estate Services-Downtown Fort Collins 970-407-7803 deckles@realtec.com
5969 Iris Pkwy	Frederick	12,065	12,065	3,563	12,065	\$5.50	NNN	Ken Kanemoto Prudential Rocky Mountain, Realtors-Longmont 303-772-2222 ken@longmontcommercial.com
115 N. Sixth Ave.	Greeley	11,967	46,578	800	4,320	\$3 - \$13.35		Nick Berryman Realtec Commercial Real Estate Services-Greeley 970-346-9900 nberryman@realtecgreeley.com
8463 W. I-25 Frontage Road	Longmont	11,589	11,589	1,440	11,589	\$5 - \$10	NNN	Brady Welsh & Ron Weibert Bitzer Real Estate Partners 720-264-3486 / 720-264-3489 bwelsh@bitzerrep.com / rweibert@bitzerrep.com
2425 W. I-25 Frontage Road	Erie	11,000	11,000	11,000	11,000	\$6.54	FSG	Mark Dwyer Lincoln Property Co.-Denver 303-893-1886 mdwyer@lpc.com
12556 E. WCR 2 1/2	Brighton	10,000	10,000	1,000	10,000	\$1.20	NNN	Ryan Good & Mike Camp CB Richard Ellis-Denver 720-528-6383 / 720-528-6313 ryan.good@cbre.com / mike.camp@cbre.com
1531 Skyway Drive	Longmont	10,000	20,000	10,000	10,000	\$3	NNN	Bill Thompson CB Richard Ellis-Denver 720-528-6373 bill.thompson@cbre.com
8123 W. I-25 Frontage Road	Erie	9,960	9,960	9,960	9,960	\$10.24	NNN	Scot Huber & Michael Shriver Colliers International 303-283-4585 / 303-283-4591 Scot.Huber@colliers.com / Mike.Shriver@colliers.com
14052 Valley Drive	Mead	8,000	27,960	8,000	8,000	\$4.95	NNN	Chris Ball Fuller Real Estate 303-312-4280 cball@fullercompany.com
I-25 Gateway Center 5186 Longs Peak Road	Johnstown	7,920	25,440	2,640	5,280	\$6.50	Gross	Patrick O'Donnell Realtec Commercial Real Estate Services-Loveland 970-231-5576 patricko@realtec.com
1111 Diamond Valley Drive	Windsor	7,725	14,147	2,575	7,725	\$6	NNN	Travis Ackerman Sperry Van Ness, The Group Commercial LLC 970-488-3165 travisackerman@gmail.com
2546 S. Main St.	Erie	7,200	7,000	1,600	4,000	Negotiable		Jon Kleppe Penmen Development- 303-246-8740 jkleppe@mountain-east.com
1112 40th St.	Evans	6,945	43,297	1,125	6,945	Negotiable		Stephen Tebo Tebo Development Co.- 303-447-8326 mail@tebo.biz
14122 Mead St.	Mead	6,000	20,000	6,000	6,000	\$6.60	MG	Carol Davis Summit Real Estate and Marketing LLC 303-995-4101 c21cdavis@aol.com
Gateway Business Park 480 Basher Drive	Berthoud	5,300	9,050	5,300	5,300	\$7	NNN	Julius Tabert & Mike Eyer Sperry Van Ness, The Group Commercial LLC 970-488-3190 / 970-488-3192 Julius.Tabert@svn.com / mike.eyer@svn.com
372 Mountain View Road	Berthoud	5,275	30,000	2,575	2,700	\$3 - \$4.55	NNN	Julius Tabert & Mike Eyer Sperry Van Ness, The Group Commercial LLC 970-488-3190 / 970-488-3192 Julius.Tabert@svn.com / mike.eyer@svn.com
3773 Monarch St.	Frederick	5,000	35,000	5,000	5,000	\$6.25 - \$7	NNN	Keith Kanemoto Prudential Rocky Mountain, Realtors-Longmont 303-772-2222 keith@kanemoto.com

COMPLETED COMMERCIAL TRANSACTIONS

Property Address	3106 W. Eisenhower Blvd., Loveland
Listing Office	Landlord
Selling Office	Cobey Wess - Sperry Van Ness/ The Group Commercial LLC
Landlord	Fred & Rita Ginther
Tenant	Amy Gunter
Lease Sign Date	July 1, 2010
Commencement Date	Aug. 1, 2010
Lease Term	24 months
Lease Rate	\$9.60 psf Modified Gross
Leased SF	1,500 SF
Property Type	Retail
Type of Business	Salon / Spa
Property Address 400 Main St., Suite B, Windsor	
Listing Office	Randy Marshall - Sperry Van Ness/ The Group Commercial LLC
Selling Office	Randy Marshall - Sperry Van Ness/ The Group Commercial LLC
Landlord	Martin & Martin Properties LLC
Tenant	El Van Wyk Insurance Agency
Type of Business	Insurance
Lease Sign Date	June 20, 2010
Commencement Date	July 1, 2010
Property Type	Office
Property SF	725 SF
Lease Rate	\$9.25 psf NNN
Lease Term	13 months (July, 2010 is Rent Free)
Property Address 1721 W. Harmony Road, Unit 102, Fort Collins	
Listing Agent	Larry Hawe - Sperry Van Ness/The Group Commercial LLC
DavePietenpol - Sierra Real Estate Services	
Selling Agent	Larry Hawe - Sperry Van Ness/The Group Commercial LLC
Landlord	BSS LLC
Tenant	Varsity Pizza LLC
Building Type	Retail
Building SF	1,696 sf
Lease Rate	\$6.60 psf NNN
Lease Term	3 Years
Lease Sign Date	June 1, 2010
Commencement Date	June 1, 2010
Property Address 4612 S. Mason St., Fort Collins	
Listing Agent	Randy Marshall - Sperry Van Ness/ The Group Commercial LLC
Selling Agent	Randy Marshall - Sperry Van Ness/ The Group Commercial LLC
Landlord	Western Skies Associates LLC
Tenant	Colorado Systems LLC
Type of Business	Retail sales & servicing of after market products for vehicles
Lease Sign Date	July 7, 2010
Commencement Date	August 1, 2010
Lease Rate	\$9 psf NNN (2 months free rent)
Lease Term	3 Years / 2 Months
Leased SF	6,341 SF
Property Address 5900 S. College Ave., Fort Collins	
Listing Agent	Josh Guernsey - Realtec
Selling Agent	Bill Reilly - Sperry Van Ness/The Group Commercial LLC
Landlord	Hadi H. Aly Family Trust
Tenant	Mountain Side Church
Lease Sign Date	May 13, 2010
Lease Commence- ment Date	May 15, 2010
Lease Term	1 Year
Lease Rate	11 psf NNN
Lease SF	700 SF

Property Address	4026 S. Timberline Road, Unit B, Fort Collins
Listing Agents	Jared Goodman & Cole Herk - Sperry Van Ness/The Group Commercial LLC
Selling Agent	Chris Jensen - Vista Commercial Advisors
Seller	LAF LLC
Buyer	Colorado Wheat Administrative Committee
Close Date	July 16, 2010
Listing Price	\$455,000
Selling Price	\$455,000
Building SF	2,159 SF
Type of Financing	Cash
Building Type	Office
Property Address 4045 St. Cloud Drive, Suite 220, Loveland	
Listing Agent	Craig Hau & Travis Ackerman - Sperry Van Ness/The Group Commercial LLC
Selling Agent	Travis Ackerman - Sperry Van Ness/The Group Commercial LLC
Seller	Calahart Crossings LLC
Buyer	Away From The Course LLC
Type of Business	Financial Advisors
Type of Property	Office
Closing Date	July 1, 2010
Listing Price	\$159,360
Selling Price	\$107,900
Property SF	830 SF
Type of Financing	New Conventional Loan
Property Address 524-528 W. 69th St., Loveland	
Listing Agent	Travis Ackerman - Sperry Van Ness/The Group Commercial LLC
Selling Agent	Rochelle Pettigrew - The MLS Express
Seller	J Roberts Constructions LLC
Buyer	Cortina Real Estate LLC
Property Type	Industrial
Closing Date	July 12, 2010
Listing Price	\$539,000
Closing Price	\$250,000
Property Size	5,000 SF
Type of Financing	New Conventional Loan
Property Address 489 N. Denver Ave., Loveland	
Listing Agent	Craig C. Hau - Sperry Van Ness/ The Group Commercial LLC
Selling Agent	Mark Koentopp - The Group Inc. Real Estate
Landlord	Reach High 489 N. Denver LLC
Tenant	Albracht's One Hour Heating & Air Conditioning
Lease Sign Date	June 30, 2010
Lease Commence- ment Date	July 1, 2010
Lease Term	23 months
Lease Rate	4.73 psf NNN
Property SF	2,100 SF
Property Type	Industrial
Property Address 2649 E. Mulberry St., Unit 57, Fort Collins	
Listing Agent	Craig C. Hau - Sperry Van Ness/ The Group Commercial LLC
Selling Agent	Patty Spencer - Realtec
Landlord	Chadwick Investments LLC
Tenant	Natural Resources Consulting Engineers Inc.
Property Type	Industrial
Lease Size	1,200 SF
Lease Rate	\$4 psf NNN plus escalations
Lease Sign Date	July 1, 2010
Lease Commence- ment Date	July 1, 2010
Lease Term	3 Years

If you have a completed commercial transaction you would like considered for possible publication please send transaction details to Noah Guillaume at nguillaume@ncbr.com.

Property Address	2721 S. College Ave., Suite 2, Fort Collins
Listing Agent	Rob Hoffman - Everitt Commercial Partners LLC
Selling Agent	Cobey Wess - Sperry Van Ness/ The Group Commercial LLC
Landlord	Thunderbird Plaza LLC
Tenant	Sandoval Family Enterprise LLC
dba Senior Camaron	
Property Type	Retail (Restaurant)
Lease Size	3,975 SF
Lease Rate	\$9 psf NNN (Plus Escalations)
Lease Term	6 Years
Lease Sign Date	June 3, 2010
Lease Commence- ment Date	October 1, 2010

Property Address	1205 W. Eisenhower Blvd., Loveland
Listing Agent	Julius Tabert & Mike Eyer
Sperry Van Ness/ The Group Com- mercial LLC	
Selling Agent	Julius Tabert & Mike Eyer
Sperry Van Ness/ The Group Com- mercial LLC	
Landlord	Don Shannon
Tenant	Kelsey Harvey & Kelly Nix
Property Type	Retail
Lease Sign Date	July 21, 2010
Lease Commence- ment Date	October 1, 2010
Lease Size	940 SF
Lease Rate	\$9.91 Modified Gross
Lease Term	5 years
Type of Business	Beauty and Hair Salon



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