BOULDER COUNTY BUSINESS REPORT

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Serving Boulder and Broomfield Counties
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IBM Boulder adding jobs; receives tax breaks

Editor's note: The following is a wrap-up of breaking local business stories published daily on the Boulder County Business Report's Web site. Sign up for our free BCBRdaily, an all local e-news report sent to your e-mail each weekday. Just click on "Register for E-Newsletters" at www.BCBR.com.

BY BUSINESS REPORT STAFF
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BOULDER — The city of Boulder has approved up to $35,000 in sales- and use-tax rebates to IBM, as the technology company plans to add 500 new jobs at its Boulder location.

IBM is retrofitting 22,000 square feet of an existing building on its campus and using another 62,000 square feet of existing space to add a new customer relationship management-service center, which will handle some of its technical support services.

The company is posting the new local jobs at: www.manpower.com and www.ccicareers.com. All of the new jobs, to be filled with local hires, will receive IBM training.

"The city of Boulder is pleased that IBM ... continues to invest in and add new jobs to IBM Boulder, the city's largest private-sector employer," City Manager Jane Brautigam said in a statement. "This project will provide a significant number of new job opportunities and training for many local residents and is great news for Boulder."

The flexible rebate program is one of the city's business incentives, first approved by the city council in September 2006. The incentive covers a wide range of fees and equipment and construction use taxes.

BCBRdaily

Once companies are approved for the program and pay fees and taxes to the city, those fees and taxes can be rebated up to the amount approved by the city manager.

The IBM Boulder project is also receiving state incentive funding through the Colorado Office of Economic Development and International Trade. The agency will help fund new employee training through its Colorado First and Existing Industry program.

"IBM's Global Delivery Center in Boulder is our largest data center and services site, and it is with great pride that we continue to build on our relationship with the city and state by providing opportunities like this to local residents," said Larry Longseth, vice president, Global Server Systems Operations and IBM Colorado senior state executive.

IBM opened its Boulder campus in 1965. It currently employs 2,800 people here.

Sunflower secures $35 million

BOULDER — Sunflower Farmers Market, a natural foods grocery chain, secured $35 million in financing to add new stores, and named Chris Sherrell president of the company. Market.

Sherrell also will maintain his current role as chief operating officer. He joined Sunflower Farmers Market in 2003, and will lead Sunflower's growth strategy across the western United States, officials said in a press release.

The grocer, founded in 2002 by Mike Gilliland who also co-founded Wild Oats Markets, received a $30 million five-year loan from Cincinnati, Ohio-based Fifth Third Bancorp (Nasdaq: FITB) as well as a $5 million equity investment from existing investor La Jolla, Calif.-based Pacific Corporate Group LLC.

"We foresee continued growth and success, and hope to be sustainable partners for all current and future investors," Gilliland, who is also the company's chief executive officer, said in a statement.

In 2009, the company opened seven new stores in the U.S. and reported a 50 percent increase in sales compared to the previous year. The funding will help open new stores in Sunflower's existing market: Arizona, Colorado, Nevada, New Mexico, Texas and Utah.

Abound names Tiller CEO

LONGMONT — Thomas Tiller has been appointed chief executive officer of Loveland-based Abound Solar Inc., which has a manufacturing facility in Longmont, effective Jan. 18.

Tiller will replace interim CEO Doug Schatz, who has been serving in that capacity since June. Schatz will assume the role of chairman of the company's board of directors.

Tiller worked at General Electric for 15 years, first in aerospace, later as vice president of manufacturing at GE Appliances, and finally as general manager of GE Silicones. He was CEO of Polaris, based in Minnesota, for nine years, stepping down in 2008. The company manufactures snowmobiles and other outdoor recreational equipment.

Amgen, Array, team on diabetes

BOULDER — Amgen Inc. will pay Array BioPharma Inc. $60 million up front to have exclusive worldwide rights to Array's Type 2 diabetes drug ARRY-403.

Boulder-based Array (Nasdaq:

➤ See **BCBRdaily, 15A**

Top newsmakers of 2009

The following list of top business news stories of 2009 in Boulder and Broomfield counties was compiled and ranked by the Boulder County Business Report's editorial staff.

Top 10

1. Fallout from the Great Recession
2. City of Boulder's back-tax faux pas
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6. Sun-Oracle merger surprises industry
7. Catholic group takes control of Exempla
8. Agile Group closes amid Ponzi losses
9. General Electric invests in Tendril Networks
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13. Central Park Tower rises at Interlocken
14. CU bioscience center breaks ground
15. Changes at Broomfield Event Center
16. Ball Corp. acquires InBev can plants
17. Lawsuits against Aurora Dairy dropped
18. Zayo Group goes on acquisition spree
19. Crocs makes changes to survive
20. Health-care debate continues

Great Recession took toll on Boulder Valley

Foreclosures, bankruptcies, unemployment all up

2009 No.1

The Boulder Valley was not immune to the downturn in the national economy.

Many local economic indicators worsened in 2009 — from higher foreclosures and bankruptcies, to lower home prices and employment.

While the Boulder Valley remained better off than the rest of the nation in many ways, the Great Recession still produced harm here.

In real estate, foreclosure filings hit year-total records by October. Through November, 1,616 foreclosures had been filed in Boulder and Broomfield counties — up 38 percent from a year ago.

The area's broadest measure of housing prices from the Federal Housing Finance Agency fell for the first time in 21 years. Boulder County homes depreciated 0.56 year-over-year during the third quarter. The home-price drop was the first since a 1.03 percent annual decline during the second quarter of 1988, and only the seventh quarterly annual drop in Boulder County history since the figures were first tracked in 1979.

Personal and business bankruptcies rose to recent record levels, eclipsing more than 1,100 by the end of November — up about 7 percent from a year ago.

Boulder County's unemployment rate rose to its high for the year — and highest since the tech bust — to 6.6 percent in June, before improving to 5.3 percent in the latter half of the year. Broomfield County's unemployment rate rose to a 7.6 percent high in June, before improving to 6.4 percent in the latter half of the year.

There was some good news for local economy this fall, as more than $140 million in federal stimulus dollars made its way to the Boulder Valley as of Sept. 30. Most of the local share from the 2009 American Recovery and Reinvestment Act went toward research work at the University of Colorado and projects at the numerous federally-funded laboratories in the area, such as the University Corporation for Atmospheric Research and the National Institute of Standards and Technology. Local governments, low-income housing and small businesses also received money.

— David Clucas

City of Boulder's back-tax faux pas riles local builders

BOULDER — Facing tax-revenue shortfalls in a down economy, the city of Boulder attempted to collect up to $5.2 million in back taxes from 1,000 local builders this fall through a rarely enforced measure of reconciliation.

The attempt riled the local building community, which said the tax rules were being changed mid-stream, and that they would struggle to pay in the down economy.

The brouhaha began in September when city finance officials said through routine audits they found consistent underpayment of construction use taxes for projects between June 1, 2006 and June 30 2009.

2009 No.2

The underpayments were traced back to an unreliable city-endorsed, tax-estimation system, which assumed half of the property's value was in material, which is taxed, and half was in labor, which isn't taxed. The system failed to account for economic changes, as soaring commodity and building material costs upset the balance and threw off the estimates.

Despite its own system being at fault, the city began to ask builders to voluntarily reconcile their potential tax shortfalls without penalty. The city threatened more audits and penalties for those who didn't voluntarily comply.

City Manager Jane Brautigam eventually called for a temporary suspension of the back-tax collection effort in October and hired an outside consultant, Anita White, to review the situation. White's final report came back in early December, suggesting that while the city had jurisdiction to collect the back taxes, its effort was mishandled. White specifically pointed out that the city was trying to enforce rules it hadn't in the past.

DOUG STORUM

Facing tax-revenue shortfalls in a down economy, the city of Boulder attempted to collect up to $5.2 million in back taxes from 1,000 local builders this fall through a rarely enforced measure of reconciliation.

Brautigam agreed, saying, "The city failed to reconcile construction use taxes at the end of projects in a consistent manner over a relatively long period."

The city manager recommended ending the back-tax collection effort and returning $32,498 to builders that had voluntarily paid.

Most recently, Boulder city council took one extra step, calling for a draft ordinance to allow 16 builders, who owed $692,140 in back taxes through routine audits, a chance to appeal those audits.

A draft ordinance is expected by early next year, and the city manager said she would work with staff and stakeholders to a craft a proposal intended to clarify its regulations and procedures related to the collection and reconciliation of construction use taxes.

— David Clucas

➤ See **Newsmakers, 4A**

NEWSMAKERS from **3A**

McStain works through bankruptcy

LOUISVILLE — The housing and credit crisis of 2008 spilled into 2009 and led to the collapse of numerous local companies — none bigger than McStain Neighborhoods, which filed for Chapter 11 bankruptcy in May.

The 43-year-old Louisville-based homebuilder experienced the bust of

2009 No.3

its boom, having reduced its employees from as many as 400 in 2005 to about 20 people before filing for bankruptcy. Revenue was cut by more than half. The final straw was a tough lending market, where the company couldn't borrow any more money to survive.

The bankruptcy had another wrinkle in that McStain Founders Tom and Caroline Hoyt co-owned the company with their employees through an employee stock option plan, or ESOP. That meant the bankruptcy likely would leave those employee shareholders empty-handed.

During its six months in bankruptcy, McStain officials were able to resolve several litigation issues, expose assets to potential investors, continue discussions with secured lenders and sell 18 housing units and lots, which reduced secured debt by $3.8 million and resolved $600,000 of liens.

In November, McStain officials asked the court to dismiss the bankruptcy case, saying they would have better success reorganizing the company out of bankruptcy.

The judge accepted the motion, but ordered McStain to keep the former bankruptcy committee updated on all meetings, monthly balance sheets and income statements.

Part of the recovery outside of bankruptcy includes a possible investor, which may purchase KeyBank's secured loan in the case and then work out a deal with McStain.

Some other noteworthy local companies that filed for bankruptcy this past year included Lafayette-based Rocky Mountain Instrument Co., or RMI, Broomfield-based OfficeSource Inc. and Lafayette-based EarthRoamer.

RMI, which filed for Chapter 11 bankruptcy in July, recently filed a reorganization plan with the court, asking for a lower interest rate and two-year extension on its main real estate loan. EarthRoamer filed for Chapter 7 bankruptcy in October, indicating that it would liquidate the company. And OfficeSource entered into Chapter 11 bankruptcy in late November.

— David Clucas

➤ See **Newsmakers, 5A**

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NEWSMAKERS from **4A**

DigitalGlobe becomes publicly-held company

LONGMONT — DigitalGlobe Inc. in Longmont had two successful launches in 2009.

The provider of high-resolution images of the earth taken from satellites had an initial public offering in May and in October launched its third satellite, WorldView-2.

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COURTESY DIGITALGLOBE INC.

DigitalGlobe Inc. in Longmont, a provider of high-resolution images of the earth taken from satellites, had an initial public offering in May and in October launched its third satellite, WorldView-2.

DigitalGlobe (NYSE: DGI) provides digital satellite imagery for U.S. and foreign governments as well as companies like Google, Microsoft, Garmin and Nokia.

It raised about $279 million by offering 14.7 million shares at $19 each, more than the $16 to $18 anticipated. In mid-December, DigitalGlobe stock was trading at about $24 per share.

DigitalGlobe's WorldView-2 satellite was launched atop a United Launch Alliance Delta II rocket Oct. 8 from Vandenberg Air Force Base in California.

WorldView-2 is the third satellite Ball Aerospace & Technologies Corp., a subsidiary of Broomfield-based Ball Corp. (NYSE: BLL), has built for DigitalGlobe. The first two are QuickBird-2 and WorldView-1.

During the year the company signed several significant contracts. It signed with Microsoft Corp. to provide high-resolution images for Microsoft's Bing Maps. It also was contracted to supply satellite imagery to digital-map company Tele Atlas and software-development company GPS Tuner. GPS Tuner Atlas is leveraging Tele Atlas' digital maps for Europe and North America to provide high-quality navigation software for outdoor enthusiasts ranging from geo-catchers to golfers, cyclists and runners.

The company was named 2009 Colorado Photonics Company of the Year by the Colorado Photonics Industry Association, and DigitalGlobe's original chief executive, Dick Herring, was inducted into the Boulder County Business Hall of Fame.

DigitalGlobe reported 2009 third-quarter revenue of $71.8 million — up 8 percent compared to $66.8 million during the same period a year ago. The company's third-quarter net income rose to $14.6 million, or 32 cents per diluted share, compared to a net income of $14.3 million, or 32 cents per diluted share, during the same period a year ago.

Based on the positive results, company officials raised DigitalGlobe's 2009 full-year estimates, projecting revenue between $278 million and $283 million —up from previous expectations between $267 million and $277 million. Officials projected full-year 2009 diluted earnings per share to be between $1 and $1.05 — up from previous expectations between 80 cents and 90 cents.

— Doug Storum

Clovis Oncology lands $146.3 million in VC

BOULDER — Boulder-based Clovis Oncology Inc. led the nation in venture capital funding during the second quarter receiving $146.3 million.

Clovis, co-founded by Patrick

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Mahaffy who co-founded Pharmion in 2000 and sold it to Celgene Corp. (Nasdaq: CELG) in March 2008 for $2.9 billion, is focused on developing and commercializing anti-cancer compounds in the U.S., Europe and other international markets.

Andrew Allen serves as Clovis' chief medical officer, Gillian Ivers-Read as regulatory affairs and technical operations executive vice president, and Erle Mast as chief financial officer. Each served in the same roles at Pharmion.

Even as experienced biotech execs, raising $146.3 million during the second quarter is an impressive feat for a company that was formed in April 2009.

A portion of that money went to Oslo, Norway-based Clavis Pharma ASA. Clovis will pay Clavis up to $380 million to develop and manufacture Clavis's pancreatic cancer drug.

Clavis retains the right to co-develop and co-promote the drug. But for now, Clovis will pay Clavis $15 million cash as well as up to $365 million in royalty fees upon reaching specific development, regulatory and sales milestones.

As for the venture capital, Clovis, along with Miragen Therapeutics Inc. ($11.9 million) and OPX Biotechnologies Inc. ($5.4 million) in Boulder, and GlobeImmune Inc. ($571,000) in Louisville received a combined $164.3 million.

While Clovis, which now has offices in San Francisco and London, and other biotech companies seem to be thriving in the Boulder Valley, two others announced plans to close local sites.

In July Melville, N.Y.-based OSI Pharmaceuticals Inc. announced it will close its Boulder location in an effort to consolidate its sites to one campus in New York. There's no timeline as to when OSI (Nasdaq: OSIP) will fully close the location.

Then in August, Foster City, Calif.-based Gilead Sciences Inc. (Nasdaq: GILD) announced plans to shudder its Boulder and Westminster offices by the end of the year and lay off about 66 of the 139 combined employees at those locations. It's still on track to have everything shut down by the end of December.

— Ryan Dionne

DOUG STORUM

Clovis Oncology Inc. co-founder Patrick Mahaffy helped raise $146.3 million in venture capital during the second quarter.

Oracle-Sun deal catches industry off guard

BROOMFIELD — Rumors of IBM Corp. acquiring Sun Microsystems Inc. were squashed April 20 when Oracle Corp. announced it would acquire Sun for about $7.4 billion.

Not long after the rumors of IBM acquiring Sun became rumors that the acquisition fell through, Redwood Shores, Calif.-based Oracle announced its most recent purchase, adding what some analysts called uncertainty to the industry.

Both companies have a presence in Colorado: Santa Clara, Calif.-based Sun operates its largest "green" data center in Broomfield, while Oracle (Nasdaq: ORCL) maintains a small office in Boulder, as well as locations in Denver and Colorado Springs.

While the duo's future is still uncertain, most analysts agree that Sun (Nasdaq: JAVA) was a limping company that needed help.

This fall, the company reported its fifth consecutive quarterly loss. In January 2009, Sun announced it would layoff 1,300 employees companywide. Of those, 164 people at its Broomfield site and 31 people at its Louisville site were impacted.

2009 No.6

And in October it announced plans to layoff 3,000 more employees companywide before October 2010. Of those, 128 employees in Broomfield will lose their job by the middle of January 2010.

About 62 percent of Sun's outstanding common stock shareholders approved the acquisition in September. U.S. Regulators also approved it, but now the sale is in the hands of the European Commission.

Though the commission previously challenged the sale citing potential competition issues, earlier this month, it said it was optimistic a "satisfactory outcome" could be reached.

The commission's statement came after Oracle agreed to allow others to create storage engine software for Sun's MySQL database. Oracle also said it would invest more money in MySQL research and development during the next three years than Sun has, set up a user advisory board and not ask for commercial licenses from makers of MySQL storage engines for application programming interfaces.

The commission has until Jan. 27 to make a decision.

— Ryan Dionne

➤ See **Newsmakers, 6A**

NEWSMAKERS from **5A**

Catholic group takes control of Exempla

LAFAYETTE — Exempla Inc. plans to transfer its stake in two hospitals to a Catholic-oriented nonprofit health-care manager in order to gain access to capital to resuscitate the Exempla system, it announced in August.

Exempla will transfer control of Exempla Good Samaritan in Lafayette and Exempla Lutheran Medical Center in Wheat Ridge to Arvada-based Community First Foundation, which would then transfer it to Kansas-based Sisters of Charity of Leavenworth Health System Inc.

With this deal, Exempla would hand over control of the two hospitals to Sisters, but in exchange, the hospitals would get access to much needed capital to keep Saint Joseph alive and advance a stalled expansion at Good Samaritan.

2009 No.7

The two hospitals "will remain intact" and be governed by a board of directors consisting of 10 members equally appointed by Community First and Sisters. Those 10 members, down from the current 15-member board, will serve one-year terms, and, at most, six consecutive terms.

How much money Sisters would borrow on behalf of Exempla has yet to be determined, but in late 2005 when the call for help went out, "hundreds of millions of dollars" were needed. It will be up to Exempla's new board of directors to determine capital requirements for Exempla and its hospitals.

Because of the Catholic-oriented health-care manager's beliefs on issues like contraception and abortion, Exempla Good Samaritan Medical Center and Exempla Lutheran Medical Center are no longer providing elective abortions. Restrictions on some procedures will be introduced to Exempla hospitals and clinics after a period of due diligence and internal education that is expected to be completed early next year .

—Ryan Dionne

Agile Group closes amid Ponzi losses

BOULDER — A prominent Boulder-based wealth-management firm shocked investors in early 2009 when it announced it had lost a large majority of its investments in the markets.

Agile Group, which at one point managed more than $600 million in client assets, blamed the near total losses on bad investments with Bernard Madoff and Tom Petters, who both were accused of running large national Ponzi schemes.

2009 No.8

The collapse of Agile's funds hurt numerous local investors who had entrusted much of their money with the firm's manager Neal Greenberg for more than 30 years.

As the dust settled, Agile's clients responded in different ways. Some resided themselves to the fact that they and Greenberg had been duped like so many others nationwide. But other clients placed more blame on Greenberg, saying he invested their money in risky ventures while advertising the funds as "safe" investments.

Some in the latter camp sued Agile and Greenberg in Boulder County District Court, and the Colorado Division of Securities said it would investigate the matter.

As 2009 draws to a close, Agile is shutting the doors of its physical office in Boulder and winding down its remaining investments.

The Colorado Division of Securities investigation continues, along with the lawsuit.

— David Clucas

➤ See **Newsmakers, 7A**

NEWSMAKERS from **6A**

GE makes equity investment in Tendril

2009 No.9

BOULDER — In mid-October, General Electric Co. (NYSE:GE) said it would make equity investments into three clean-technology companies, including Boulder-based Tendril Networks Inc.

GE Energy Financial Services did not release the amount of its investments, which also included new stakes in Palo Alto-based SolarEdge Technologies Inc. and San Francisco-based GridNet.

The investment will help Tendril, headed by Chief Executive Adrian Tuck, to bring its smart grid energy-management technologies into more homes.

Tendril's main product, the Tendril Residential Energy Ecosystem, or TREE, is an integrated software and hardware solution that enables two-way dialog between utility companies and their customers, allowing them to manage the consumption and supply of energy in smarter, more efficient ways.

"For its part, GE sees its relationship with Tendril as reinforcement of its ecomagination initiative, to help customers meet their environmental challenges," said Alex Urquhart, president and chief executive of GE Energy Financial Services, citing "multiple commercial and technology development opportunities for collaboration" between the two companies.

Tendril and GE previously announced a partnership in July to develop software for connecting GE appliances to smart-grid technology.

In June, Tendril received $30 million in financing led by VantagePoint Venture Partners, Good Energies, RRE Ventures, Boulder-based Vista Ventures and Appian Ventures.

— Doug Storum

Camera newspaper ownership changes

2009 No.10

BOULDER — Some historians like to refer to the press as the "fourth estate" — signifying its importance, along with government, in shaping history.

The Boulder Valley's fourth estate saw significant shifts in 2009 with ownership changes to the region's largest newspapers.

It began in Denver, with the closing of the Rocky Mountain News in late February, after nearly 150 years of publication. The closing led Rocky publisher Cincinnati-based E.W. Scripps to abandon the Colorado market, selling its 50-percent stake in Boulder's Camera newspaper.

The move gave Denver-based MediaNews Group, publisher of The Denver Post, full ownership of the Camera and its group of newspapers, which locally include the Broomfield Enterprise and Colorado Daily.

The departure of E.W. Scripps continued to shrink the number of newspaper publishers and daily editorial coverage in the Boulder Valley. The Daily Times-Call in Longmont, owned by Lehman Communications Corp. remained as MediaNews' sole competition on the printed daily newspaper front.

Attempting to step into Longmont's turf, the Camera announced a Longmont Weekly publication in October, only to have to change the name a week later to Longmont Ledger after discovering that Lehman already owned the Longmont Weekly trademark.

Online, daily coverage grew — the Camera, Times-Call and Boulder County Business Report increasingly reported news as it happened with online updates and e-mails throughout the day, instead of waiting for publication in the next print edition. Reporting breaking news through online social networking sites such as Twitter and Facebook also came of age in 2009.

The changes at the Camera, and the shrinking print publishing business in general, led the local newspaper to put its coveted building at 1048 Pearl St. up for sale. The property's value wasn't so much in its building, but in its land — 1.37 acres in the heart of downtown Boulder — a prime redevelopment candidate.

Denver developer Randy Nichols was at first under contract to buy the 76,635-square-foot building, but a deal fell through in June after Nichols blamed a tough financing environment plus anti-development sentiment from Boulder politics.

Five months later in November, the building went under contract again, this time reportedly to local developer Stephen Tebo.

If this latest deal works, the sale is expected to go through by summer 2010.

— David Clucas

The second 10

Disney puts Kerpoof under its Web wing

2009 No.11

BOULDER – Kerpoof LLC, a Boulder-based company that maintains an interactive art Web site, was acquired by Disney Interactive Media Group in July.

Krista Marks, along with Jonathan Ballagh, Brent Milne and Tom Fischaber, made their mark and caught Disney's eye when they developed a Web site where children can fashion artwork, movies and interactive stories using Kerpoof's gallery of elements.

Kerpoof, now going by the name Disney Online Kerpoof Studios, is operating its own Web site in addition to developing features for Disney.com.

"The innovative approach to online content creation coming out of Kerpoof Studios is a great addition to Disney.com," said Paul Yanover, executive vice president and managing director of Disney Online.

ConocoPhillips takes steps on new campus

2009 No.12

LOUISVILLE — It's been almost two years since Houston-based ConocoPhillips announced it would build a campus in Louisville for energy research, development and education.

As the economy slowed in 2009, so did the rate at which the oil giant moved on those plans. But any news was welcome.

Throughout the year ConocoPhillips bought up parcels of land for access surrounding its campus, the former site of Storage Technology Corp.

In its first release of construction plans in November, ConocoPhillips said it intends to build 1.6 million square feet of office, research, support services and hotel space on the 450-acre campus, saying it would strive to build a modern campus in balance with public and private open space surrounding the buildings.

The initial phase of construction, anticipated for occupancy in 2013, would include 472,647 square feet of office space, 502,617 square feet of research center space, a 34,967-square-foot learning center, a 120-room internal hotel, and various food and child-care support services.

Phase two of the development, which is expected by 2018, would include 135,630 square feet of additional research center space. Phase three would include 299,155 square feet of additional office space and 437,451 square feet of additional research center space.

A majority of the development is slated for the center of the property, with buildings as tall as 95 feet — about five stories — being placed at the inner center, surrounded by smaller buildings on the outer center.

Central Park Tower rises at Interlocken

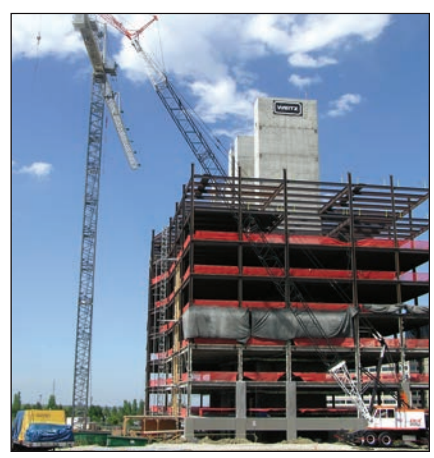
2009 No.13

BROOMFIELD — While construction jobs were scarce in 2009, Franklin Street Properties Corp., a Massachusetts-based real estate investment firm (AMEX: FSP) charged forward to construct a multistory office building in the Interlocken Advanced Technology Park in Broomfield.

Central Park Tower at 385 Interlocken Crescent is a new 305,000-square-foot, 11-story, LEED-certified office building scheduled to open in July 2010.

Denver-based Prime West partnered with Franklin Street to build the

➤ See **Newsmakers, 8A**



DOUG STORUM

Franklin Street Properties Corp., a Massachusetts-based real estate investment firm charged forward to construct Central Park Tower, a multistory office building in the Interlockean Advanced Technology Park in Broomfield.

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office space, Gensler was the architect for the project, and The Weitz Co. was the general contractor.

Central Park Tower includes an underground parking garage, a fitness center, multiple shared collaboration areas, and a café with indoor and outdoor seating.

CU breaks ground on bioscience center

BOULDER — The University of Colorado at Boulder broke ground Sept. 9 on a multi-million dollar bioscience building designed to promote interdisciplinary collaboration and make CU one of the top bioscience

2009 No.14

COURTESY UNIVERSITY OF COLORADO

Nobel laureate Thomas Cech's research will benefit from the University of Colorado at Boulder's multi-million dollar bioscience building.

universities in the region.

The Jennie Smoly Caruthers Biotechnology Building, a planned 257,000-square-foot building slated for completion in fall 2011 with a 54,000-square-foot addition planned for a "later date," will have a price tag of between $120 million and $145 million for the first phase alone.

The bioscience building, which will anchor the university's East Campus near 30th Street and Colorado Avenue, will bring together researchers, professors, graduate and undergraduate students, as well as elementary, middle and high school teachers and students to learn about new biotechnologies and develop them.

Management changes at Broomfield center

BROOMFIELD — When Broomfield Sports and Entertainment asked to be released from its contract to operate the Broomfield Event Center citing slow ticket sales, the City and County of Broomfield was quick to oblige.

Peak Entertainment, a new venture formed between Denver-based Kroenke Sports Enterprises and Los Angeles-based Anschutz Entertainment Group, took over management Sept. 1.

The center, built in 2006, was home to the Rocky Mountain Rage hockey team and the Colorado 14ers, a D-league basketball team and affiliate of the Denver Nuggets. Neither team planned to use the center in 2010.

Peak renamed the center Odeum Colorado and hopes to host between

2009 No.15

50 and 100 events per year primarily focusing on live music events. The center can hold up to 6,500 people and can be configured to accommodate nonmusical events.

Ball Corp. acquires InBev can plants

BROOMFIELD — Ball Corp. in Broomfield announced in July it would pay $577 million to acquire four can-manufacturing plants from Anheuser-Busch InBev.

The deal closed in October.

The facilities acquired are bev-

2009 No.16

erage can-manufacturing plants in Rome, Ga.; Columbus, Ohio; and Fort Atkinson, Wis., and a beverage can end-manufacturing plant in Gainesville, Fla.

In the first full year of operation, Ball (NYSE: BLL) expects the plants to generate revenue and earnings of approximately $680 million and $94 million, respectively.

The plants produce annually about 10 billion aluminum cans and 10 billion easy-open can ends. More than two-thirds of the cans are produced for leading soft drink companies and the rest for AB InBev. The facilities employ approximately 635 people.

Aurora Dairy lawsuits dropped

BOULDER — A United States district judge in June dismissed numerous class action lawsuits filed in 2007 and 2008 against Boulder-based Aurora Organic Dairy Corp.

The lawsuits claimed that Aurora had misled consumers by labeling and selling its milk as organic, when it allegedly failed to meet certain

2009 No.17

organic standards.

Judge E. Richard Webber sided with Aurora to dismiss the case, saying that since 2003 Aurora had kept its federal organic certification under the Organic Foods Production Act, OFPA, and the National Organic Program, NOP, allowing Aurora to advertise its products as "USDA Organic" and "organic."

The plaintiffs in the case claimed Aurora failed to meet organic standards by not providing appropriate housing, pasture conditions and sanitation practices for its cows.

"Irrespective of whether defendant Aurora was meeting the organic standards established under the OFPA and NOP, defendant Aurora was a certified operation and was fully entitled under the OFPA and NOP to label, market and sell its products as organic," Webber wrote in his 24-page decision.

Zayo Group grows through acquisition

LOUISVILLE — In September, Regional broadband company Zayo Group based in Louisville acquired New York-based FiberNet Telecom Group

2009 No.18

Inc., (Nasdaq: FTGX) an interconnection service provider, for $90.7 million.

In March, Zayo became the sole bidder after RCN Corp. withdrew its higher bid — $12.50 per share compared to Zayo's acquisition price of $11.45 per share.

Zayo opted to keep its headquarters in Louisville, but the company retained FiberNet's New York office.

As a result of the acquisition, FiberNet became a private.

Zayo Group increased its footprint and now provides its service over a fiber network that spans 131 markets in 21 states.

Crocs makes strides to raise stock value

NIWOT — In March, the board of directors of Niwot-based Crocs Inc. (Nasdaq: CROX) worked out a deal to replace CEO Ron Snyder with 68-year-old shoe industry guru John Duerden of Reebok fame, in hopes of turning around the ailing maker of

2009 No.19

COURTESY CROCS INC.

In the third quarter, Crocs' retail sales increased 39.6 percent to $53.9 million, and Internet sales increased 61 percent to $16.1 million.

rubber shoes.

Crocs' stock traded between $1 and $8.20 per share during the year, a far cry from its height of about $72 per share in 2007, but had stabilized at about $5 per share by December 2009.

While more than 100 million pairs have been sold, the company lost $185.1 million in 2008 and another $22 million in the first quarter of 2009.

But by the second quarter of 2009 revenue of $197.7 million was down 11.2 percent from $222.7 million a year ago, but better than projected, helping send Crocs' stock up 35 percent in early trading a day after the report.

And by the third quarter, Crocs reported a net income of $22.1 million compared to a third quarter 2008 net loss of $148 million. Crocs said part of those gains reflected a one-time tax benefit of $14.4 million related to change in the company's corporate tax structure. In the third quarter, Crocs' retail sales increased 39.6 percent to $53.9 million, Internet sales increased 61 percent to $16.1 million.

Country keeps waiting for health-care reform

During a year of feverish talk and politicking, and massive bills containing thousands of pages of legalese, Congress appears to be on the verge of passing

2009 No.20

some form of health-care reform.

The question remains whether or not reform will fix problems in the health-care system, like these areas identified by Consumer Report:

Unnecessary care: 40 percent of waste, $250 billion to $325 billion. Overuse of antibiotics, diagnostic tests and generally overaggressive treatment can really add up. So can prescribing brand-name drugs when a generic would work just as good.

Fraud: 19 percent, $125 billion to$175 billion. Doctors bill for services they don't provide and take kickbacks for making unnecessary referrals. Insurers misrepresent the cost of services. Drug companies misbrand drugs. And patients abuse the system, too.

Red tape and paperwork: 17 percent, $100 billion to $150 billion. The fragmentation of the health-care system, the redundant paperwork, and systems for underwriting, administrating claims, and managing networks costs a fortune and makes no one any healthier.

Medical errors: 12 percent, $75 billion to$100 billion.

Poor prevention: 6 percent, $25 billion to $50 billion. Letting treatable chronic conditions such as diabetes or high blood pressure get out of hand costs more in the end, when they become catastrophes.

Uncoordinated care: 6 percent, $25 billion to $50 billion. Poor communication among doctors, nurses, laboratories and hospitals.

Strategies that leverage social media

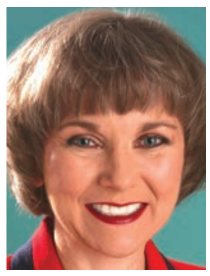
When will things be back to normal? This economy may be the new normal. Here are strategies, organized around the "Ps" of marketing, for creating the recovery.

1. Continue to learn and evolve. The famous book by Napoleon Hill encourages us to "Think and Grow Rich." Expand that to "Learn and Grow Rich." Whoever learns the fastest and the most, wins. One of the best places for me to stretch my mind was at the recent Defrag 2009 in Denver. There were concepts, conversations and exhibitors demonstrating the next wave of innovations that leverage the "social" aspect of software.

Eric Norlin, one of three organizers, which include venture capitalist Brad Feld, shared, "This conference brings together fragments of work in social media (scaleable publishing techniques that allow the creation and exchange of user-generated content), business intelligence (practices to support decision-making such as analytics and dashboards), semantic Web (finding the meaning of Web information), and Enterprise 2.0 (social software for the enterprise)."

Practical pointers: Mark you calendars now for Defrag 2010, www.defragacon.com, and start following the Twitter feed at @defrag Make sure you have a twitter account and send at least one tweet per day.

2. Find the next big thing. Andy Kessler, New York Times best selling author, explored how to find the next big thing that creates wealth. The key is to increase productivity — get more output with fewer resources. He fragments people into creators and servers. The goal is to increase the number of creators and decrease the number of servers. Automation technology is an important means to eliminate server jobs. Using derogatory terms for servers such as sloppers, super sloppers, sponges, slimers and thieves, Kessler suggests that many servers will become unemployed unless they are retrained to hold more productive jobs.



GUEST OPINION
Theresa M. Szczurek

Practical pointers: Explore how your products and services improve productivity. How can you create the next big thing? What automation can you introduce to improve a firm's efficiency?

3. Tune into the back-channel. The Defrag audience remained plugged into PCs and smartphones during presentations. They multiplexed constantly by listening to the speaker on stage, viewing the projected slides, taking notes, responding to e-mails, browsing the Web, doing other work and participating in a live stream of Twitter comments about the presentation itself. In following the addicting stream of #defragcon tagged tweets in real-time, the audience got to know the other conference participants' opinions. With this social media tool, a diverse set of audience inputs was shared in the back-channel nearly simultaneously with the presenters' message. However, it is difficult for the presenter to track the live stream of feedback and continue speaking. The back-channel exists for all kinds of businesses, not only at conferences.

Practical pointers: Tap into your target market's back-channel and effectively use this information. What alternative new media channels can you access?

4. Augment market research. How can you quickly and inexpensively use social media to get to know your market? Citrix, for example, put a new product idea out in its blog. It quickly received 500,000 views and 200 comments saying, "Yes, we need this." Dell uses www.IdeaStorm.com to allow its community to view, post, vote and see. Do an online survey. Expand from only using traditional search engines such as Google to also search Twitter and other real-time streams.

Practical pointers: Modify your market research techniques — put a question out via social media, let the market provide immediate feedback.

5. Create a world wide rave. David Meerman Scott, author of "World Wide Rave," explains how to leverage social media tools to reach buyers and grow your business. Rather than buy advertising, beg for media coverage, pay an army of sales people, you can get attention by using "'word of mouse." Create something valuable that people want to share and make it easy for them to share it. For example, when Jay Simons, chief executive of Atlassian, an Australian software company specializing in collaboration and development tools, wanted his product to diffuse, he found the right megaphone. He put together an innovative deal — for a limited time make a $5 donation to his favorite nonprofit organization, and you could equip five users. Next, he found the right opinion leaders with huge social capital who liked his deal — they had a large number of followers with deep

➤ See **Social, 11A**

There's still a role for print in digital world

The rumors of print's death have been greatly exaggerated.

Printed communication, while challenged from all quarters, is still alive and well. If you're reading this newspaper, well … that pretty much proves the point.

Or consider this scenario:

The maître d' escorts you and your date to your favorite table by the window. Instead of the elegantly printed menu you enjoy perusing before ordering, the waiter hands you each a Blackberry with which to text your order to the kitchen.

High tech? Sure. Helpful in selecting your dinner? Maybe. An elegant part of the dining experience? No.

See, there's something about the way human beings interact with the printed page. Most notably, there is the tactile effect of holding a printed piece in your hands. And faster than Google can return its search results, the human eye can scan a printed page, prioritize for interest and zero in on compelling content.

Despite the promises of a "paperless revolution," billions of e-mails, PDF files and Web pages are printed out each year for reading, filing and for handwritten markup. There is obviously something about how people interact with information and images that continues to defy a complete shift to digital.

Print and digital are not inherently good or bad media. It's just that each has advantages over the other depending on the context. In the rush to move more and more content to digital — primarily on the Web — print has been unnecessarily relegated to second-class status. Yet it may be the most powerful communication medium available in certain situations. The intelligent marketer will make no pre-judgments about print vs. digital, but instead, strategically leverage each when the opportunity presents itself.

GUEST OPINION
David Heitman

Near death experience

There is no mystery as to why print is struggling to redefine its role in communications. The Internet wins on two key fronts: speed of delivery and cost of production. To those advantages can be added the way in which online content can be easily updated, archived and retrieved; how quickly it can be searched; and the way people are able to collaborate on documents online.

So the question is: Does print satisfy any communications needs that digital cannot? The answer is yes.

An interactive medium?

Interestingly, many of print's alleged weaknesses are actually its strengths when leveraged in the right context.

To begin with, there are both physiological and psychological differences in how people interact with digital and printed media. The most obvious difference is print's tactile dimension. It is held, touched, folded, turned and written on in ways that elude a Web page or an e-mail. The Web — and similarly, television — engages the visual and auditory senses. Print, while also visual, replaces the auditory component with a tactile one.

For this reason, print can be as viewed the most interactive of communication media. If you were to divide the five senses, you could categorize vision and hearing as cognitive senses, with taste, touch and smell being experiential ones.

Print has a foot in both camps. It is both visual and tactile. It appeals to both cognitive and experiential aspects. Any good marketer knows that the more layers of interaction with the audience, the better. Print offers just such layering of audience engagement.

When holding a magazine or brochure in their hands, people interact with the information quite differently than digital data on a screen. To begin with, the field of view of a printed piece is much broader. The eye can take in more information at once.

Reading a printed document, compared to reading one on a computer monitor, is like the difference between sitting in the stands at a football game and watching it on TV. When you are watching on television, the TV producers decide what you will see, zeroing in on the ball and its immediate surroundings. But if you're sitting in the stands at the game, you take in a much wider view of the field. You can see the action away from where the ball is, observing things that the television cameras miss.

A sense of discovery

Whether you're reading a menu, this newspaper or a brochure, there is a sense of discovery taking place. While it can be argued that print is less "efficient" than digital, it is also less predictable. How many times have you "run across

➤ See **Digital, 11A**

Comraderie among techies strengthens local industry

Low overhead, lean operations allow software segment to shine

BY RYAN DIONNE
rdionne@bcbr.com

BOULDER — The biggest attribute that sets the Boulder Valley apart from other technology-focused areas in the country is its sense of community.

TechStars LLC, the Boulder Innovation Center, University of Colorado at Boulder, the university's Tech Transfer Office, various meetup groups and many other organizations contribute to that sense of community.

But it's beyond that, local executives said Dec. 15 at the Boulder County Business Report's Technology CEO Roundtable.

There's a sense of camaraderie and a willingness to help other people succeed that's hard to find in areas like the Silicon Valley and Boston, the participants said. Even places as close as Denver don't have the atmosphere that Boulder and Broomfield counties have.

"There's a whole buzz and excitement about helping each other," said David Giltner, president of the Colorado Photonics Industry Association.

The other participants agreed.

Matt Galligan, co-founder and chief executive officer of Boulder-based SimpleGeo Inc., said area tech companies often rely on each other despite being competitors. Successes and failures turn into great advice for budding entrepreneurs.

And that openness and willingness to give advice leads to collaboration that strengthens an industry.

"Community is absolutely the backbone," Galligan said.

Galligan, who co-founded SocialThing! that was acquired by AOL LLC, said he tries to help other companies as much as possible, including being a mentor for TechStars, a Boulder-based technology incubator.

The roundtable participants said someone can be new to town, not knowing anyone, and within a few months have all the business connections she needs — from legal advice to investors.

Dennis Yu, chief executive officer of Louisville-based BlitzLocal LLC, said he was one of the new people.

When he moved to the Boulder Valley a few years ago from California, he needed to make some of those connections and build a customer base. He made the connections and reached customers through word of mouth.

One thing that attracts technology companies to the area is the abundance of employees. Because of CU and the various labs in the area, there is a plethora of workers already here. If a company can't find qualified workers locally, it'll be able to easily recruit from outside the area, said Liz Hanson, the city of Boulder's economic vitality coordinator.

One sector of the technology industry that has especially flourished lately, even in a recession, is the software and computer-related segment.

Because startup costs for a software-related business are generally low compared to many other industries, young entrepreneurs can make a go at it.

Those companies, which often have few employees, can operate

➤ See **Techies, 11A**

CEO Roundtables

The Boulder County Business Report conducts CEO Roundtable discussions monthly to address key issues facing companies and industries in Boulder and Broomfield counties.

The CEO Roundtable is conducted in collaboration with Holland & Hart LLP and Ehrhardt Keefe Steiner & Hottman PC. The roundtables are closed to the public, but the Business Report reports on each roundtable in its print editions and posts a complete transcript of each roundtable on its Web site at www.bcbr.com.

2009 schedule
Jan. 13: CEO's, published Jan. 23
Feb 10: Banking, published Feb. 20
March 10: Energy and Utilities, published March 20
April 7: Natural Products, published April 17
May 19: Green Business, published May 29
June 16: Outdoors Industry, published June 26
July 14: Real Estate, published July 24
Aug. 11: Innovation, published Aug. 21
Sept. 8: Health Care, published Sept. 18
Oct. 20: Telecommunications, published Oct. 30
Nov. 17: Bioscience, published Nov. 27
Dec. 15: Technology, published Dec. 25

Participants

David Giltner, president, Colorado Photonics Industry Association; Brad Bernthal, director, Silicon Flatirons Center; Matt Galligan, chief executive officer, SimpleGeo Inc.; Liz Hanson, economic vitality coordinator, city of Boulder; Dennis Yu, chief executive officer, BlitzLocal LLC; Carla Johnson, chief executive officer, Waterstone Environmental Hydrology & Engineering Inc. Moderator: Chris Wood, publisher, Boulder County Business Report.

TECHIES from 10A

from homes, and founders can live lean while putting all their money into the business in hopes of making it big.

It's those young companies that have to really bootstrap in order to make it. Because banks are very conservative with loans, and venture capitalists are scrutinizing deals more than ever, many young tech companies are trying to make it on their own, participants said.

"You're seeing a lot more scrappy entrepreneurs," Galligan said.

Carla Johnson, chief executive officer of Boulder-based Waterston Environmental Hydrology & Engineering Inc., who also oversees software company EarthVisionZ, said she's hit her share of financial hardships, and she's not a new entrepreneur.

Johnson said nearly half of her work came from government contracts, which dried up substantially because of the economy. Then, her bank pulled her line of credit despite being in good standing and her investor backed out right before she signed

DOUG STORUM

Dennis Yu, chief executive officer of Louisville-based BlitzLocal LLC, discusses the technology industry in the Boulder Valley at the Boulder County Business Report's technology CEO Roundtable on Dec. 15.

the deal, she said.

"For being in the business for as long as I have, I feel like I just started," she said. Her company focuses on geospatial software development and environmental consulting.

Banking is one area that has failed local businesses, the participants said. Though many banks say they are lending money, the executives at the roundtable said they're seeing the opposite.

Hanson said many companies are raising money via friends and family to get through the economic downturn.

She also pointed out that small companies that are "unbankable" can apply for money through the Boulder's Microloan Fund. The fund is designed to provide businesses and nonprofit groups with annual gross revenue less than $2 million with up to $50,000 for working capital.

> **"There's a whole buzz and excitement about helping each other."**
>
> **David Giltner**
> PRESIDENT,
> COLORADO PHOTONICS INDUSTRY ASSOCIATION

Regardless of how the economy impacts local businesses, the participants agreed that the technology sector was growing and would continue to do so.

And Johnson believes the businesses that emerge in the next 10 years will be led by the successful young entrepreneurs of today.

DIGITAL from 9A

an article" that really made you think — perhaps even re-shape your understanding of the marketplace — when you weren't even looking for it?

Online search is ultimately limited by the current knowledge of the searcher. Magazines, books, newspapers and brochures, on the other hand, offer a greater sense of discovery of new information — information the reader may not have been looking for or known that they lacked, but from which they can immediately benefit. It is precisely because print is not search-enabled that makes it a more engaging medium.

Where print is still preferable

It used to be said that before digital communication could ever supplant print, it would have to pass the three Bs test. It would have to be easy to read on the bus, in bed, and in the bathtub. The iPhone, Kindle and other mobile devices seem to be coming close, though I'm not sure how waterproof they are for bathtub use.

The three Bs are all about portability — an advantage print still has over digital. Print requires no batteries. If you drop it, no big deal. And no thoughtless airline passenger will ever recline the seat in front of you and demolish your magazine.

Print is also a preferred mode of communication when long deliberation and repeated reading of information is involved, especially in the case of a major purchase or the selection of a key service provider. The quick fix of a Google search and the ability to peruse a Web site meets one need. But the ability to ponder information at one's leisure by reading a brochure or a magazine article meets a different need. Print is generally experienced by the reader in a more relaxed, non-multitasking environment than computer or Blackberry access. And as good salespeople know, relaxation is one of the keys to customer receptivity.

In industries that deal with large purchases or investments, having a tangible, tactile marketing piece — a beautifully printed brochure or a large, well-designed newspaper ad — says that your organization offers substance, stability and real-world tangibility. Print demonstrates a company's gravitas and strength in ways that digital can't quite match.

The substance and durability of print is perhaps most useful when it comes to providing proposals to clients and prospects. Many of the biggest purchase decisions are debated in the boardroom while reviewing the printed proposals from various service providers.

Time and again I've heard stories of how the visual and tactile impact of a well-designed proposal using the best printing materials helped to raise one proposal above another. Sure, the content and the terms of the deal are the most important factor. But all things being equal, decision-makers will instinctively give preference to the most professional delivery. Someone once said, "Your proposal is the first product you deliver to a prospective customer."

Instinctively, people seem to understand that if a company can't provide an elegant, printed brochure or a compelling magazine ad, then there may be less to that company than first appears. Print, when done right, communicates that the advertiser has financial resources, organizational substance, and market stability that online-only companies may lack.

Integrating print and digital

In a competitive marketplace, abandoning printed communications runs the risk of missing a significant portion of your audience. Even if one recognizes a generational divide in preference for digital over print, there is still a large portion of senior decision-makers who prefer print to digital.

If for no other reason than the fact that one can't leave anything to chance, the inclusion of print is a vital component to an intelligent communications portfolio. It would be reckless to abandon print altogether if your goal is full-spectrum delivery of your message.

The print versus digital dichotomy will be here for a while, but the answer is not a simple either/or proposition. That would be like asking which wing of the airplane is most important.

The solution lies in using each medium where it can have the optimal impact on driving sales and building your brand. Interestingly, today's market leaders are the companies that are digitally connected to their customers with sophisticated websites and smart phones, but are also leveraging equally sophisticated printed materials and print media advertising to build their brands. With all these bases covered, they have been able to weather the market downturn and emerge with amazing competitive strength.

David Heitman is the president of The Creative Alliance, a branding and public relations firm in Lafayette. He can be reached through e-mail at david@thecreativealliance.com.

SOCIAL from 9A

connections related to what he was promoting. They spread the word and 1,000's signed up.

Practical pointers: Create a valuable offering, connect with those with huge social capital and build a rave.

6. Consider charging nothing. Chris Anderson, editor-in-chief of Wired Magazine and author of "Free: The Future of a Radical Price," says, "Many people are making lots of money by charging nothing." Consider Zynga's social game app FarmVille, which was played by 60 million people on social networks in one month. Business Week (Nov.2, 2009) reports that Zynga, which doesn't charge users to play FarmVille, does sell digital crops, cattle and farmland, and is making nine-figure annual revenues from 20 or more such games.

Practical pointers: Extracting a sustainable business model from "free" is not always easy. Get creative on how to convert attention into cash.

Leverage social media for your recovery. Revise your strategic plan, integrate new marketing strategies, and start 2010 with a roadmap to create the recovery. Seek expert help. It will pay for itself over and over again.

Theresa M. Szczurek is chief executive of Technology and Management Solutions, a management-consulting firm in Boulder, www.TMSworld.com. See can be reached at 800-555-8674 or followed on Twitter at @TheresaSzczurek.

EXISTING HOME SALES

October 2009 Statistics

Location	Total# Sold	Inventory	Avg. Sales Price	Avg. Days to Contract	Median Sales Price
Boulder	59	392	$644,499	83	$480,000
Broomfield	28	123	$309,417	110	$272,500
Erie	18	138	$294,380	87	$282,450
Lafayette	17	113	$348,052	71	$271,000
Longmont	67	428	$239,632	71	$217,000
Louisville	15	65	$445,590	110	$398,800
Superior	5	33	$417,380	35	$425,000
Mountains	23	319	$469,355	154	$360,000
Plains	20	322	$611,941	84	$517,335
Total	**252**				

Year-to-Year Comparison

Location	Total # Sold 10/01/07-9/30/08	Total # Sold 10/01/08-9/30/09	%chg	Average Sales Price 10/01/07-9/30/08	Average Sales Price 10/01/08-9/30/09	%chg
Boulder	784	529	<32.5>	$648,455	$652,360	0.6
Broomfield	362	341	<5.8>	$398,841	$358,207	<10.2>
Erie	305	272	<10.8>	$351,391	$334,506	<4.8>
Lafayette	264	212	<19.7>	$354,310	$350,912	<1>
Longmont	1069	869	<18.7>	$259,100	$237,442	<8.4>
Louisville	218	191	<12.4>	$392,345	$388,937	<.9>
Superior	127	132	3.9	$438,537	$413,342	<5.7>
Mountains	267	199	<25.5>	$436,751	$403,206	<7.7>
Plains	312	223	<28.5>	$635,368	$639,389	0.6
Total	**3,708**	**2,968**				

Location	Average Days to Contract 10/01/07-9/30/08	Average Days to Contract 10/01/08-9/30/09	%chg	Median Sales Price 10/01/07-9/30/08	Median Sales Price 10/01/08-9/30/09	%chg
Boulder	68	74	8.8	$538,000	$535,000	<.6>
Broomfield	87	87	0	$335,000	$322,000	<3.9>
Erie	89	76	<14.6>	$306,000	$315,000	2.9
Lafayette	81	72	<11.1>	$305,000	$310,000	1.6
Longmont	79	75	<5.1>	$222,000	$219,000	<1.4>
Louisville	45	58	28.9	$350,300	$355,000	1.3
Superior	61	61	0	$405,000	$387,000	<4.4>
Mountains	119	146	22.7	$365,000	$337,500	<7.5>
Plains	81	116	43.2	$490,000	$477,730	<2.5>

EXISTING CONDO SALES

October 2009 Statistics

Location	Total# Sold	Inventory	Avg. Sales Price	Avg. Days to Contract	Median Sales Price
Boulder	39	377	$271,528	92	$229,675
Broomfield	6	33	$203,216	93	$180,000
Erie	4	21	$275,585	70	$145,000
Lafayette	7	45	$163,314	35	$164,000
Longmont	12	113	$161,108	73	$133,000
Louisville	5	24	$197,580	55	$209,000
Superior	2	17	$394,633	134	$141,000
Mountains	0	0	0	0	0
Plains	9	45	$199,666	109	$165,000
Total	**84**				

Year-to-Year Comparison

Location	Total # Sold 10/01/07-9/30/08	Total # Sold 10/01/08-9/30/09	%chg	Average Sales Price 10/01/07-9/30/08	Average Sales Price 10/01/08-9/30/09	%chg
Boulder	746	601	<19.4>	$302,663	$306,702	1.3
Broomfield	80	60	<25>	$217,269	$217,165	0
Erie	25	27	8	$254,130	$204,807	<19.4>
Lafayette	122	93	<23.8>	$182,293	$187,180	2.7
Longmont	236	192	<18.6>	$189,841	$172,546	<9.1>
Louisville	57	64	12.3	$214,599	$206,107	<.4>
Superior	46	43	<6.5>	$216,676	$262,724	21.3
Mountains	1	0	N/A	$26,000	0	N/A
Plains	61	78	27.9	$207,382	$184,231	<11.2>
Total	**1,374**	**1,158**				

Location	Average Days to Contract 10/01/07-9/30/08	Average Days to Contract 10/01/08-9/30/09	%chg	Median Sales Price 10/01/07-9/30/08	Median Sales Price 10/01/08-9/30/09	%chg
Boulder	73	89	21.9	$247,900	$245,000	<1.2>
Broomfield	132	121	<8.3>	$208,200	$219,107	2.5
Erie	110	86	<21.8>	$180,823	$193,325	6.9
Lafayette	93	78	<16.1>	$169,000	$179,900	6.4
Longmont	107	117	9.3	$170,000	$168,000	<1.2>
Louisville	84	90	7.1	$196,900	$207,000	5.1
Superior	86	71	<17.4>	$209,900	$209,000	<.4>
Mountains	105	0	N/A	$26,000	0	N/A
Plains	97	97	0	$194,000	$159,900	<17.6>

For more information contact: Kenneth Hotard 303.442.3585 • khotard@barastaff.com Datasource: IRES-Information Real Estate Services

Spectra Logic owners buy new building

BOULDER — Spectra Logic will celebrate its 30th anniversary with a new building in Boulder.

The principals of the of the Boulder-based data-backup solutions firm have purchased the 80,712-square-foot office and flex building at 6285 Lookout Road in Boulder for $5,725,000.

Spectra Logic plans to move the entire company from its current leased offices at 1700 N. 55 St. in Boulder to the new building sometime during spring 2010, officials said. The company employs 300 people in Boulder.

"It was important for the founders that Spectra Logic remain in Boulder," said Molly Rector, vice president of worldwide marketing and product management for Spectra Logic. "If you take a look at the real estate market, it's a good time to invest in office space."

6285 Lookout Road Ltd., led by Michael Berman, sold the property. The building had remained mostly vacant for six years since its former tenant, Intrado Inc., moved to Longmont. Becky Gamble with Dean Callan & Co. and Scott Garel with Frederick Ross represented the seller, and Paul Whiteside and Aaron Evans with New Option Partners represented the buyer.

Spectra Logic principals purchased the building through a limited liability company, and Spectra Logic will lease the building from that LLC.

Spectra Logic, which was founded in 1979, has been in its current location at 55th Street and Arapahoe Avenue since 1983. It grew the company from one to four buildings at that location. Rector said it was important to find a building where Spectra Logic could continue its tradition of having all aspects of the company in close contact.

REAL ESTATE
David Clucas

"We feel that enhances the quality of our product – having our administration, sales, engineers and manufacturing all in one place, instead of outsourcing overseas," Rector said.

NEW NONPROFIT HOME: An expanding nonprofit that helps Ugandan women sell handmade jewelry worldwide has purchased a 10,200-square-foot building in Boulder.

BeadforLife bought the office/retail building at 2336 Canyon Blvd. for $1,615,000 and plans to occupy about half the space early next year.

The seller was Golden Hart LLC, headed by Kevin Hart with Coldwell Banker Commercial NRT. Denver Maddux with Prudential Real Estate of the Rockies helped represent BeadforLife in the transaction.

BeadforLife was founded as an outlet for Ugandan women to sell their necklaces and other jewelry made out of beads created from recycled paper. Much of the business comes through house parties, and the nonprofit also does sales from its existing location at 1143 Portland Place in downtown Boulder. All net profits are returned to the Ugandan women.

Co-founder and co-executive director Torkin Wakefield said BeadforLife continues to grow and needed more space.

"We've been in Boulder for five years and decided that we'd continue to do our own fulfillment," Wakefield said. The board decided the best investment would be to buy a building to grow rather than pay rent.

It took 14 months, but BeadforLife finally found the right building, Torkin said. The nonprofit will occupy the second floor of 2336 Canyon, and continue to lease out the first floor to tenants.

"It worked out perfect for us, because this was the right time to buy," she said. BeadforLife was able to secure a small-business loan at a favorable rate from U.S. Bank.

The nonprofit plans to move to its new location in February after the holiday business rush.

NEW DEPOSIT RATE: The city of Boulder has calculated the interest rate for tenant security deposits for the 2010 calendar year to be 0.43 percent, effective Jan. 1, 2010.

By city law, Boulder landlords must add the interest to tenant security deposits they hold on rental properties. The interest rate is calculated from the mathematical average of the one-year certificates of deposit from the top three financial institutions in Boulder, based on market share data as of Dec. 15, 2009.

The security deposit interest rate for city rental properties has fallen for the past four years as overall interest rates decline. The rate this past year was 1.88 percent.

LONGMONT

UQM ON THE MOVE: UQM Technologies Inc., a Frederick-based developer of alternative energy technologies, has purchased a 129,304-square-foot building just outside Longmont to move its headquarters and manufacturing facilities.

The publicly-traded company (AMEX: UQM) bought the building at 4120 Specialty Place from Holden Properties Colorado II LLC for $7,595,000, according to Weld County public records. Holden Marketing Group recently left the space after being acquired and moved to Denver earlier this year.

The 30-acre property is located in unincorporated Weld County, but uses a Longmont postal address. UQM officials said half of the purchase price will be funded from the company's $45 million stimulus grant from the U.S. Department of Energy.

UQM Technologies Inc. is a devel-

➤ See **Real Estate, 13A**

REAL ESTATE from 12A

oper and manufacturer of power dense, high efficiency electric motors, generators and power electronic controllers for the automotive, aerospace, military and industrial markets. It recently signed a contract with California-based Coda Automotive to provide an electric propulsion system for that company's new electric car.

Approximately 15 acres of the site are available for future facility expansion.

UQM expects to sell its existing facility in Frederick at 7501 Miller Drive once its relocation to the new facility is completed.

LOUISVILLE

MORE ACCESS: ConocoPhillips Co. has purchased another two properties just north of its new 432-acre campus in Louisville to improve access.

The Houston-based energy company purchased 9355 and 9255 Paradise Lane for $2.64 million and $1.6 million respectively, according to Boulder County public records.

Marlyn and Elmer Crider sold the 19.1-acre 9355 Paradise Lane property and Martha and Lanny Helms sold the 9.6-acre 9255 Paradise Lane property to ConocoPhillips.

ConocoPhillips had been negotiating with landowners in the area to acquire property for future transportation improvements and improved access to its campus. In May, the company purchased the 9.5-acre 9450 Paradise Lane property for $2 million. And in February it purchased the 9.1-acre property at 9550 Paradise Drive for $1,055,500.

The properties sit northwest of 96th Street and the Northwest Parkway.

ConocoPhillips purchased its 432-acre campus in Louisville from Sun Microsystems Inc. in early 2008 for $58.6 million. The company plans to open its first buildings in 2013.

LAFAYETTE

FORECLOSURE PURCHASE: The former Casa Alvarez Mexican restaurant building in Lafayette has been sold.

First Community Bank, which acquired the property at 502 S. Public Road through foreclosure in October, sold the 9,549-square-foot restaurant building for $879,5000 to Public Road Investment LLC, headed by Jorge Gomez, according to public records.

There is no information on who might be a new tenant for the building.

Casa Alvarez closed its Lafayette location on Nov. 21. The local Mexican restaurant still has its Boulder location open at 3161 Walnut St.

Contact David Clucas at 303-440-4950 or e-mail dclucas@bcbr.com.

EDITORIAL

Boulder city manager did the right thing in back-tax brouhaha

You can fight city hall.

That's at least true when you have public servants who are willing to listen and willing to correct bad policy.

City Manager Jane Brautigam recently dropped the city's ill-advised attempt to collect back construction-use taxes from some 1,000 contractors.

The controversy was reported first in the Boulder County Business Report in September. The city sent collection notices to 339 contractors in August, with plans to send them to a total of 1,000 contractors over the succeeding months. In all, the city was seeking to collect $1.9 million to $5.2 million in construction-permit use taxes going back three years.

The city acknowledged that the underpayments were the result of an unreliable tax-estimating system, not the fault of the builders. Still, the city expected the contractors to pay up, or face penalties and interest. Builders would have had to do this in the midst of the worst economic downturn since the Great Depression.

Fortunately, the city manager suspended the collection effort and opted to get an outside opinion on the city's tax-collection policies. The consultant found that although the city was within its rights to collect back taxes, the overall collection effort was mishandled, including that contractors were not made aware of the policies at the time projects were completed.

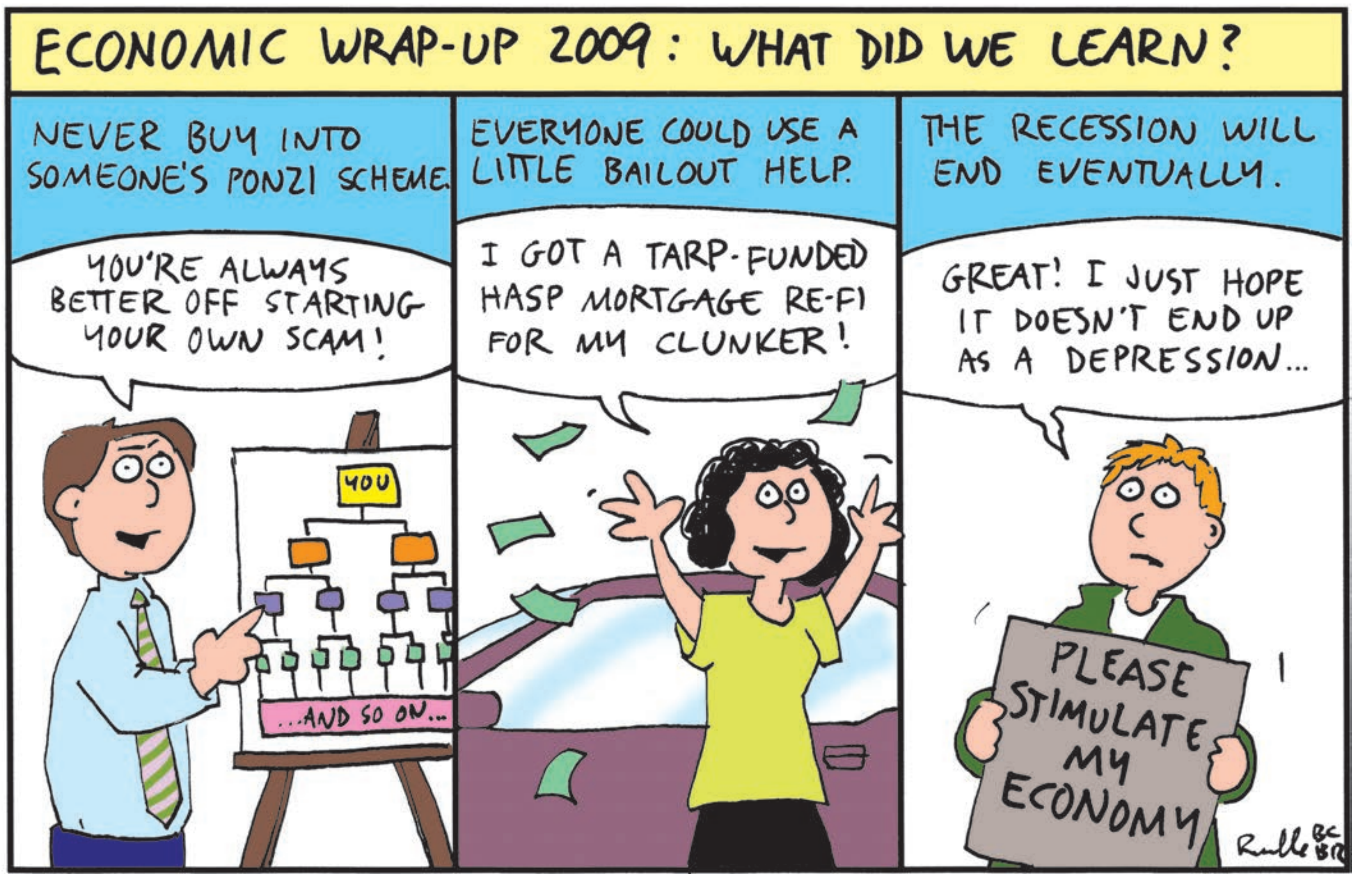
The consultant also found that the city was enforcing rules that had not been enforced in the past.

Brautigam agreed. She said, "The city failed to reconcile construction use taxes at the end of projects in a consistent manner over a relatively long period."

The city has also agreed to hear appeals from 16 contractors who owe $692,140 in back taxes after routine audits conducted earlier in 2009.

We've taken the city to task on more than one occasion for this ill-advised effort. But let's give credit where credit is due: Brautigam did the right thing in first suspending the program, then hiring an outside consultant to examine the issue. And she did the right thing in killing the effort entirely.

Thank you, Jane.



Good riddance to 2009, hello, 2010

It's time for another round of holiday wishes for local leaders

Where were the '90s when we needed 'em? This past year has been a doozy. As the Great Recession hopefully draws to a close, I'm hard-pressed to remember many local individuals who had a great year.

Most have been struggling to survive, by whacking expenses and doing anything and everything they could to boost revenue.

The "flat is the new up" mantra was repeated throughout the Boulder Valley, as well as across the globe. Most business leaders are ready to close the books on 2009 and look with cautious optimism — maybe "hope" is a better word — to 2010.

In that spirit, here are my New Year's wishes for some of the Boulder Valley's business, civic and governmental leaders:

• To Gov. Bill Ritter and members of the Colorado Legislature: bumper stickers that read "Support Higher Ed."

• To small businesses in the Boulder Valley: transformation of bankers from "Mr. Potter" to something akin to George Bailey. Renewals of lines of credit for companies that have been making payments on-time would allow business owners to shout out, "It's a Wonderful Life!"

• To Boulder city manager Jane Brautigam: an unexpected boost in sales-tax dollars and a year free from construction-permit use-tax controversies.

• To the dozens of medical-marijuana dispensaries that have opened in Boulder and elsewhere over the past year: a year without break-ins, but also a commitment to adhere to the spirit of the law in terms of who is deemed in medical need of weed.

PUBLISHER'S NOTEBOOK
Christopher Wood

• To Bernie Madoff: pictures lining his wall of the people whose lives he ruined, including investors who lost them savings with Boulder-based Agile Group, which fed investor funds to Madoff. More information about Agile is likely to come out in 2010 through legal actions.

• To Clovis Oncology Inc.'s Patrick Mahaffy: continued success building the Boulder Valley into a bioscience center. Mahaffy's past success with Pharmion Corp. — and his raising $146.3 million in venture capital for Clovis in 2009 — should serve as notice for other biotech companies that have left the area. Are you listening, OSI Pharmaceuticals Inc. and Gilead Sciences Inc.?

• To DigitalGlobe Inc.'s Jill Smith: Wow! Raising $279 million in an initial public offering in this market? That's certainly deserving of a special wish. How about a year full of big contracts from the federal government, Microsoft Corp., other aerospace firms, Google, Nokia ...

• To McStain Neighborhoods founders Tom and Caroline Hoyt and their employees: Successful restructuring of the home-building company outside of U.S. Bankruptcy Court, including a preservation of value for employees who partly own the firm.

• To the Boulder Valley's nonprofit community: a big boost in donations to go along with higher demand for your services.

• Franklin Street Properties Corp.: ample tenants to fill your 11-story Central Park Tower, rising along the Boulder-Denver Turnpike in Interlocken.

• To President Barack Obama: a health-care bill without all the pork. Did the Senate really need to guarantee Nebraska that it would never incur higher Medicaid costs forever? And what happened to some of those good ideas from the other side, i.e., malpractice reform and selling health insurance across state lines?

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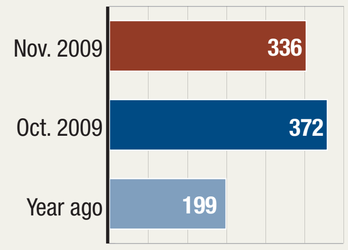
BOULDER VALLEY Economic Scoreboard

At a glance: New home sales, Boulder County



Source: Boulder Area Realtor Association

CITY STATS	Population	Population change	City square miles	City sales tax	Latest home median sales price	Previous year home median sales price	Change in home median sales price	Last updated
Boulder	102,569	0.6%	25.5	3.41%	$535,000	$551,375	-3.0%	02/09
Broomfield	55,000	6.5%	33.6	4.15%	$348,490	$310,500	12.2%	02/09
Erie	17,500	8.2%	17.5	3.5%	$303,540	$303,000	0.2%	02/09
Lafayette	25,945	2.2%	9.3	3.5%	$315,000	$315,500	-0.2%	02/09
Longmont	87,249	3.9%	22.3	3.275%	$220,000	$239,900	-8.3%	02/09
Louisville	19,488	0.5%	7.9	3.375%	$355,000	$339,000	4.7%	02/09
Superior	14,000	1%	4.26	3.46%	$401,000	$393,000	2.0%	02/09

REAL ESTATE	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder/Broomfield counties exisitng home sales	336	372	-9.7%	199	68.8%	3,847	-14%	11/09
Boulder County new homes sales	46	38	21.1%	38	21.1%	320	-29.2%	10/09
Boulder County residential and commercial property sales	$151,101,100	$168,149,700	-10.1%	N/A	N/A	$1,603,714,600	N/A	11/09
Boulder/Broomfield counties foreclosures	143	131	9.2%	101	41.6%	1616	36%	11/09
Boulder County annual home appreciation rate	-0.56%	0.57%	-1.13%	2.58%	-3.14%	N/A	N/A	3Q/09
Boulder County residential building permits	46	73	-37.0%	108	-57.4%	340	-27.2%	4Q/08
Boulder County residential building permits value	$11,772,000	$21,057,000	-44.1%	$22,550,307	-47.8%	$86,650,589	-22.8%	4Q/08
Boulder County commercial building permits	30	25	20.0%	59	-49.2%	112	-9.7%	4Q/08
Boulder County commercial building permits value	$69,095,000	$55,171,000	25.2%	$65,073,000	6.2%	$304,826,000	70.4%	4Q/08

BOULDER VALLEY VACANCY RATES	Latest	Previous	Change from previous	Year ago	Change from year ago	Total space surveyed (s.f.)	Change in total space surveyed (s.f.)	Last updated
Office	12.6%	13.3%	-0.7%	12.5%	0.1%	13,039,170	-2.3%	3Q/09
Flex	8%	7.9%	0.1%	10.9%	-2.9%	18,956,304	-2.1%	3Q/09
Industrial	7.7%	7.9%	-0.2%	4.4%	3.3%	17,000,446	0.2%	3Q/09

GROSS CONSUMER SALES	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder	$1,092,487,223	$2,066,562,294	-47.1%	$1,175,831,686	-7.1%	$1,092,487,223	-7.1%	1Q/09
Broomfield	$497,420,325	$662,071,513	-24.9%	$569,223,022	-12.6%	$497,420,325	-12.6%	1Q/09
Erie	$14,290,401	$22,567,256	-36.7%	$15,419,180	-7.3%	$14,290,401	-7.3%	1Q/09
Lafayette	$179,528,690	$270,154,145	-33.5%	$276,475,191	-35.1%	$179,528,690	-35.1%	1Q/09
Longmont	$546,487,880	$837,193,259	-34.7%	$623,700,255	-12.4%	$546,487,880	-12.4%	1Q/09
Louisville	$175,216,773	$346,118,833	-49.4%	$198,524,054	-11.7%	$175,216,773	-11.7%	1Q/09
Lyons	$11,571,768	$24,278,178	-52.3%	$22,622,125	-48.8%	$11,571,768	-48.8%	1Q/09
Nederland	$6,229,712	$6,586,043	-5.4%	$7,902,670	-21.2%	$6,229,712	-21.2%	1Q/09
Niwot	$7,580,971	$45,922,765	-83.5%	$12,431,676	-39.0%	$7,580,971	-39.0%	1Q/09
Superior	$83,759,642	$118,500,544	-29.3%	$87,411,548	-4.2%	$83,759,642	-4.2%	1Q/09
Ward	$171,887	$179,322	-4.1%	$149,651	14.9%	$171,887	14.9%	1Q/09
Unincorporated Boulder County	$210,460,054	$255,612,899	-17.7%	$212,907,680	-1.1%	$210,460,054	-1.1%	1Q/09
Total	**$2,825,205,326**	**$4,655,747,051**	**-39.3%**	**$3,202,598,738**	**-11.8%**	**$2,825,205,326**	**-11.8%**	**1Q/09**

SELECT CONSUMER SALES	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder/Broomfield counties motor vehicle sales	$125,246,000	$139,785,000	-10.4%	$176,771,000	-29.1%	$125,246,000	-29.1%	1Q/09
Boulder/Broomfield counties restaurant sales	$140,359,000	$152,684,000	-8.1%	$145,266,000	-3.4%	$140,359,000	-3.4%	1Q/09
Boulder/Broomfield counties building material sales	$51,903,000	$81,515,000	-36.3%	$56,643,000	-8.4%	$51,903,000	-8.4%	1Q/09

JOBS	Latest	Previous	Change from previous	Year ago	Change from year ago	Unemployment rate	Change in unemployment rate	Last updated
Boulder County	163,546	162,725	0.5%	173,295	-5.6%	5.3%	-0.2%	10/09
Broomfield County	28,097	28,031	0.2%	29,523	-4.8%	6.4%	-0.2%	10/09
Colorado	2,494,954	2,502,651	-0.3%	2,612,417	-4.5%	6.6%	-0.1%	10/09
United States	138,275,000	138,864,000	-0.4%	N/A	N/A	10.2%	0.4%	10/09

BANKRUPTCIES	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder / Broomfield Counties	110	125	-12.0%	103	6.8%	923	25.6%	09/09

VENTURE CAPITAL	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder/Broomfield counties	$35,688,100	$190,190,900	-81.2%	$26,859,100	32.9%	$267,160,800	-31%	3Q/09
Colorado	$50,348,100	$211,108,900	-76.2%	$196,001,100	-74.3%	$338,363,900	-50.1%	3Q/09
United States	$4,808,819,400	$3,674,427,000	30.9%	$7,100,000,000	-32.3%	$11,486,900,200	-49%	3Q/09

LOCALLY BASED BANKS	Total assets	Yearly change in assets	Total deposits	Yearly change in deposits	Total loans	Yearly change in loans	Quarterly income	Last updated
AMG National Trust Bank	$115,030,000	15.4%	$96,981,000	16.9%	$23,772,000	77.3%	$509,000	3Q/09
FirstBank of Boulder	$525,385,000	5.2%	$484,879,000	14.2%	$207,727,000	7.2%	$7,008,000	3Q/09
FirstBank of Longmont	$393,241,000	-5.6%	$359,320,000	4.5%	$137,535,000	14.3%	$4,677,000	3Q/09
FirsTier Bank	$885,143,000	20.9%	$734,816,000	23.9%	$723,033,000	6.4%	-$8,667,000	3Q/09
Flatirons Bank	$96,680,000	97.8%	$52,222,000	72.1%	$42,592,000	35.8%	-$3,000	3Q/09
Mile High Banks	$1,296,569,000	-0.25%	$1,100,860,000	9.6%	$1,145,769,000	-8.6%	-$2,141,000	3Q/09
Summit Bank & Trust	$99,724,000	40.9%	$89,131,000	92%	$58,406,000	6%	-$2,967,000	3Q/09

LOCALLY BASED CREDIT UNIONS	Total assets	Yearly change in assets	Total deposits	Yearly change in deposits	Total loans	Yearly change in loans	Quarterly income	Last updated
Ashoka Credit Union	$2,441,681	12.1%	$2,175,779	12.7%	$2,183,501	12.9%	$13,729	2Q/09
Boulder Municipal Employees Credit Union	$55,661,987	1.9%	$50,586,470	1.4%	$38,589,625	0.5%	$3,963	2Q/09
Boulder Valley Credit Union	$189,895,624	13.1%	$170,871,256	13.8%	$113,087,895	5.4	$226,920	2Q/09
Community Financial Credit Union	$115,092,105	7.6%	$98,116,550	6.9%	$73,628,270	18%	-$318,248	2Q/09
Elevations Credit Union	$921,228,972	10.3%	$850,344,029	14.3%	$677,678,338	25.7%	$2,710,320	2Q/09
Premier Members Credit Union	$313,735,061	9.4%	$283,000,718	12.4%	$255,198,419	11%	$2,184,841	2Q/09
St. Vrain Valley Credit Union	$84,006,485	5.6%	$76,563,229	6.4%	$61,937,904	8.3%	$279,283	2Q/09

Compiled By David Clucas

BCBRDAILY from 2A

ARRY) will finish the phase 1 trial for the drug and develop other variations of it, but Thousand Oaks, Calif.-based Amgen (Nasdaq: AMGN) will commercialize it.

Upon certain clinical and commercial milestones, Array, which can co-promote the drug in the U.S., will receive additional payments as well as receive royalties upon drug sales.

The diabetes drug, ARRY-403, is suspected to help lower blood glucose levels "by enhancing the ability of the pancreas to sense glucose, which leads to increased insulin production" in Type 2 diabetes patients.

As part of the agreement, Amgen, which has local labs in Longmont and Boulder, will fund an undisclosed number of Array researchers who will continue work on the drug for two years. At that time, the Array researchers will turn their attention elsewhere.

NCAR director steps down

BOULDER — The director of the National Center for Atmospheric Research in Boulder said he will step down from the position to become the new president of Florida State University.

Eric J. Barron, an alumnus of FSU, took over as NCAR director in July 2008.

Officials with the University Corporation for Atmospheric Research, which operates NCAR, said they would begin the search for a new director soon.

DataLink closes Incentra deal

BROOMFIELD — Minnesota-based Datalink (Nasdaq: DTLK) has completed its acquisition of Broomfield-based Incentra LLC's reseller business for $8.8 million.

The business consists of approximately 50 Incentra employees across the nation, including 55 sales executives and 40 engineers.

The deal was announced in October.

The acquired Incentra technology, consulting and first-call support services business represents an estimated $90 million to $100 million in annualized revenue and approximately 2,000 customers throughout the U.S.

Incentra's managed information technology services business is not part of the sale and will continue to operate through its offices in Boulder, Broomfield and nationwide.