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# BOULDER COUNTY BUSINESS REPORT



**Green Summit**  
Event to focus on blending business with environment  
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**\$1**

Serving Boulder and Broomfield Counties | Vol. 28 | Issue 11 | May 15 - 28, 2009

## Public-private loan pool formed

**BY DAVID CLUCAS**  
Staff Writer

**BOULDER** — The city of Boulder will partner with several banks and organizations to offer area small businesses access to capital in a tough lending environment.

The city will partner with Wells Fargo Bank, First National Bank, US Bank and the Colorado Enterprise Fund to contribute money to the new Microloan Fund. Commitments to the fund are being final-

ized and agreements put in place. The group so far has raised \$325,000.

“Several other financial institutions are currently considering contributions to the fund, and we expect it to grow,” said Frances Draper, executive director of the Boulder Economic Council.

The new fund is scheduled to open for business in the next few weeks. The money will be managed and operated by Colorado Enterprise Fund, a 501 (c) 3 organization.

The fund will extend loans of up to

\$50,000 to businesses with annual gross revenue of less than \$2 million per year. The loans may be used for a variety of purposes, but will be focused on providing general working capital.

The Small Business Development Center in Boulder will provide counseling and classes to assist the businesses with effective management in stressful times. The Boulder Economic Council is providing program coordination, recruitment

► See **Loan, 23A**

## Charter Baking makes plans for expansion



JONATHAN CASTNER

Chief Executive Jane Miller, left, and Doug Radi, vice president of marketing and business development, have big expansion plans for Boulder-based Charter Baking Company, parent of Rudi's Organic Bakery and others.

*New CEO Jane Miller to grow distribution of organic bread products*

**BY KEELY BROWN**  
Business Report Correspondent

Since its creation a mere three years ago, Charter Baking has become one of the leading organic bakeries in the county — an achievement the company capped by winning the 2008 Wholesale Bakery of the Year Award from Snack Food and Wholesale Bakery, a leading industry magazine.

Founded in 2005, Charter Baking Company was formed when Charterhouse Group, a private equity firm, acquired four regional independent organic bakery companies.

On the East Coast, Charterhouse acquired Vermont Bread Company, Adams Baking Corp. and Superior Bakery. It's West Coast acquisition — and the one that generates half of the company's current revenues — is Rudi's Organic, a Boulder company with a successful track record since its founding in the 1970s.

Along with its three East Coast

► See **Charter, 31A**

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# McWhinney's North Park to include research center

BY BUSINESS REPORT STAFF

BROOMFIELD – McWhinney Enterprises, a Loveland-based developer, plans to include an applied research center in its 935-acre mixed-use area on the northwest corner of Interstate 25 and the Northwest Parkway in Broomfield.



North Park will include a 175-acre applied research center that is slated for both urban town center and campus settings making it suitable for a variety of high-tech companies.

At full build-out, the location will have more than 6,200 residences and 17 million square feet of commercial and mixed-use space. It'll also have village and town centers, retail areas, restaurants, trails and more.

The development, formerly known as Anthem Commercial that McWhinney acquired from Pulte Homes Inc. in December 2007, will consist of about 145 acres of open space and a more than 70-acre park.

## Agilent expands operations

BOULDER – Agilent Technologies Inc. (NYSE: A) has finished construction on the expansion of its campus in Boulder.



Santa Clara, Calif.-based Agilent, which develops products for the biotechnology and communications industries, converted some of its existing warehouse space into a production area at 5555 Airport Blvd. In all, the building has 33,500 square feet.

Agilent's Boulder operations consists of its Nucleic Acids Solutions Division that develops synthetic RNA and DNA, the active ingredients in most pharmaceuticals, and supplies the nucleic acids to biotech and pharmaceutical companies.

"We now have the ability to meet our customers' growing needs with facilities equipment and expertise across a broad range of nucleic acid APIs," James Powell, Agilent's Nucleic Acids Solutions Division general manager, said in a statement.

Since Agilent bought SynPro Corp. in 2006 to acquire the nucleic acid division, the Boulder campus staff has expanded from about 20 to 65, and there are plans

to hire more manufacturing chemists, said Gary Carter, Agilent's business development and marketing manager.

## InfoPrint names Segawa CEO

BOULDER – InfoPrint Solutions Co. in Boulder has appointed Daisuke Segawa as president and chief executive, replacing Tony Romero.

InfoPrint is a joint venture between IBM and Ricoh and operates at IBM's campus in Boulder. Segawa was instrumental in the formation of the joint venture and moves into this new role from his former position as senior vice president and general manager, strategy, planning and transformation for InfoPrint. Segawa is also a longtime Ricoh executive and member of InfoPrint's board of managers.

Romero, who was president and chief executive, had been leading InfoPrint since the launch of the company in June 2007.

## Rogue Wave makes acquisition

BOULDER – Rogue Wave Software Inc. in Boulder has acquired a Houston-based analytics software company, the company announced Tuesday.

The acquisition of Visual Numerics is expected to help Rogue Wave grow its

customer base and offer a more enhanced product to customers that offers "advanced data analysis and visualization tools," according to a press release.

"For the past 38 years, Visual Numerics has been a leader in advanced analytics. The addition of their rich suite of numerical libraries and data analysis tools, along with an exceptional team enhances Rogue Wave's leadership position in software development components and infrastructure," Brian Pierce, Rogue Wave's chief executive officer, said in a statement.

Terms of the deal were not disclosed.

## Electric van firm seeks VC

BOULDER – Boulder Electric Vehicle LLC is designing electric-powered fleet vehicles and wants to raise \$21 million to fund the company's prototype and initial vehicle production.

The Boulder-based company is designing electric cargo vans that could carry up to 4,500 pounds of cargo and delivery trucks that could carry up to 6,000 pounds of cargo. Both vehicles are projected to travel 100 miles or more per lithium-ion phosphate battery charge.

Carter Brown, the company's chief executive officer, said the \$21 million

► See **BCBRdaily**, 10A

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# DigitalGlobe IPO expected to raise \$288 million

BY BUSINESS REPORT STAFF

LONGMONT – DigitalGlobe Inc. could raise up to \$288 million in an initial public offering that was scheduled to begin May 14, the fifth IPO in the U.S. this year.

The Longmont-based commercial satellite imagery firm seeks to keep pace with its publicly traded rival GeoEye Inc. (Nasdaq: GEOY).

DigitalGlobe's private shareholders said they would offer about 14.7 million shares in stock to be priced in the \$16- to \$18-per-share range to raise \$250 million. Combined with its overall allotment of 2.2 million shares, DigitalGlobe would

raise about \$288 million. Lead underwriters of the IPO are Morgan Stanley and J.P. Morgan.

The company's valuation could potentially be in excess of \$800 million. DigitalGlobe will trade on the New York Stock Exchange with the symbol DGI.

DigitalGlobe's IPO was oversubscribed, with both institutional and retail investors getting into the act, market observers said.

The company's clients include U.S. and foreign defense and intelligence agencies as well as Google, Microsoft, Garmin and Nokia. The remote sensing market was valued at \$7.3 billion in 2007 and is expected to grow to \$9.9 billion by 2012, according to industry sources cited by DigitalGlobe.

Company officials said they will use the proceeds of the IPO to complete construction of its WorldView-2 satellite, other capital expenditures and repay about \$40 million in debt.

DigitalGlobe gathers images daily through its two satellites and maintains them in its library. In April, DigitalGlobe chose Boeing Launch Services for the launch of WorldView-2, DigitalGlobe's third satellite. It will nearly double DigitalGlobe's image collection capabilities with higher capacity, better color and more frequent refresh and revisit rates for DigitalGlobe's images of Earth.

A launch is scheduled for mid-2009. A Delta II expendable launch vehicle will

transport the WorldView-2 satellite into orbit from Vandenberg Air Force Base in California.

Jill Smith became DigitalGlobe's chief executive in November 2005. She has spent much of the time since on the road securing deals that put the company in a position to tap into the growing commercial market for high-resolution images of Earth, adding to its revenue stream provided by government contracts.

The company, which had revenues of \$275 million and net income of \$53 million in 2008, would see only a fraction of the cash from the IPO as more than 90 percent of the shares included are owned by existing investors.



PETER WAYNE

In 2006, Kevin Cawley of Boulder singlehandedly developed and launched Tiny Twitter, one of the first applications to make Twitter available on mobile devices.

## Mobile application attracts 1,000 downloads each day

BY LYLA D. HAMILTON

Business Report Correspondent

BOULDER — Long before Oprah emitted her first tweet, Kevin Cawley recognized the market potential for microblogs, text messages with fewer than 140 characters.

In 2006, he singlehandedly developed and launched Tiny Twitter, one of the first applications to make Twitter available on mobile devices.

"Only about 20 people in Boulder were on Twitter then," Cawley observed.

In March, the Twitter.com Web site tallied 9,313,000 unique visitors, up from 4,033,000 in February. The figures from ComScore Inc. of Reston, Va., do not reflect the numerous

mobile users who don't tweet via a Web browser.

David Cohen, serial entrepreneur and co-founder of the TechStars program, said Tiny Twitter "was the first great Twitter application for the BlackBerry platform." While others have emerged since then, he added, "Tiny Twitter is still the one I recommend regularly for ease of use and complete functionality."

The application enables users to tweet without incurring additional charges from their cellular provider. It also allows them to manage interruptions. "You can eliminate the nuisance and noise of getting messages constantly," Cawley said.

Tiny Twitter supports BlackBerry products from Research in Motion

Ltd. as well as smart phones from Nokia and other manufacturers.

The NPD Group Inc. in Port Washington, N.Y., reports that smart phones account for 23 percent of handset sales in the U.S., up from 17 percent in first quarter 2008. Among smart phones, 87 percent of those sold are Java-ready, making them candidates for the Tiny Twitter application.

Jeremy Cath, a self-described evangelist at Microsoft Corp., said Tiny Twitter made microblogging fit his mobile work style. "Today my phone and Tiny Twitter are as vital a part of keeping in touch with friends, family, colleagues and customers as e-mail and voice," he wrote in an e-mail. "Global positioning system and photo

► See **Tiny**, 23A

## Flagstaff House ranked one of best in nation

The Flagstaff House Restaurant, a fine-dining restaurant featuring an award-winning wine list, exquisite food and superior service, was identified as one of the 50 "best overall" dining experiences in the nation for 2009 based on more than 2 million restaurant reviews over the past year through OpenTable.

Open Table is a popular Web site for making reservations online. Diners who make reservations through OpenTable have the option to review their experience; Flagstaff House was selected as the best "scenic view," "romantic" and "special occasion" restaurant.

A reviewer commenting on their dining experience at Flagstaff House said, "The Flagstaff House is a wonderful treat. The views overlooking Boulder are spec-



tacular, and the service is impeccable. Everyone enjoyed their meal, and dessert was to die for. The wine list is amazing and priced commensurately."

Boulder is known as the Open Space Capital of Colorado because of its historical penchant for leaving land well enough alone. CU professor William Shutkin may have come up with a catch phrase for sustainability capitalizing on Boulder's open space notoriety. At the recent 2009 Economic Summit, while talking about using density as a tool to help create sustainable communities, Shutkin came up with "Density is the New Open Space." Put that on your bicycle bumper sticker.

Eco-Products is influencing the restaurant industry to go green at the National Restaurant Association tradeshow in Chicago May 16 to 19. The Million Gallon Challenge will educate consumers on the benefits of energy-efficient food service disposables made from plants instead of petroleum-based products.

The company will catalog the equivalent gallons of gasoline saved when food service operators choose products made from renewable resources until they reach the goal of one million gallons.


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## Registration under way to attend BCBR's 'Green Summit' event

June 4 event to address environmental sustainability

BY BUSINESS REPORT STAFF

BOULDER — Registration is ongoing for the Green Summit, an all-day forum addressing the emerging "green" sector and New Energy Economy, June 4, in Boulder.

The Boulder County Business Report is presenting the event, which offers a packed day of speakers and panel discussions.

The Green Summit will be held at the Millennium Harvest House Hotel at 1345 28th St. and will be a "zero-waste" event.

"We're very excited about our lineup of topics and speakers this year," said Business Report publisher Christopher Wood. "From local trends to global issues, participants will get a very good feel for environmental challenges and opportunities that lie ahead."

Registration begins at 7:30 a.m., followed by a keynote breakfast presentation by Auden Schendler, executive director of sustainability for Aspen Skiing Co. Schendler will discuss "Getting Green Done." Schendler is author of "Getting Green Done: Hard Truths and Real Solutions from the Front Lines of the Sustainability Revolution."

The Green Summit luncheon will feature a panel titled "Green Inc." The session will address the clean-energy companies that have been expanding to the Boulder Valley and surrounding counties, including what sort of jobs these companies creating, what the future holds in terms of their suppliers and how the Boulder Valley is working to fill these jobs.

The Green Summit will include panel discussions throughout the morning and early afternoon. These sessions include:

- People, Planet, Profit — How companies in the Boulder Valley and beyond have embraced the triple bottom line, helping the environment while producing sound profits.



Schendler

### Signing up

Registration, which includes breakfast and lunch, is \$49. The summit begins at 7:30 a.m. with registration and breakfast. Deadline for registration is June 1. Go to [www.bcbcr.com/greensummit](http://www.bcbcr.com/greensummit).

- Greenovation — New green technologies continue to emerge from Boulder Valley companies, the university and federal labs. Our expert panel will highlight some of the latest initiatives, and what's being done to get them to market.

- Green Real Estate — From developers to landlords, brokers to tenants, the drive for green buildings is transforming the way properties are constructed and retrofitted. What do landlords and tenants need to know about how green renovations are financed?

- Transportation — Green alternatives to moving people and products.

- The Stimulus Advantage — Federal dollars aimed at reviving the economy, along with a host of state and local incentives, are driving a new wave of energy-related spending. Our panel will take a look at the federal, state and local programs that should help answer the question, "Can you afford to be green?"

- Cap & Trade — Debate is fierce over proposals for a pollution trading system. We'll look at what system might be coming from the federal government.

- Eco-Heroes Awards — Honoring those who make a difference in building a sustainable economy.

About 20 business exhibits will be on display as part of the Green Summit. A variety of industries will be represented.

Sponsors for the Green Summit include Holme, Roberts & Owen LLP, Western Disposal Services, RES Americas Inc., SuperShuttle, the Boulder Green Building Guild, the Boulder Office of Environmental Affairs, Millennium Harvest House Hotel and the city of Boulder. For information, call Business Report publisher Christopher Wood at 303-440-4950.

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# Boulder Economic Summit tackles topic of sustainability

BY DOUG STORUM  
Editor

BOULDER – There was no shortage of ideas on how to design a new model in economic sustainability at the 2009 Boulder Economic Summit, but how to blend them together to get the right mix of social, environmental and economic benefit and how to pay for them remains the elusive goal.

About 300 people attended the half-day event held May 11 presented by the Boulder Economic Council at the Glenn Miller Ballroom at the University of Colorado.

The event included a lineup of keynote speakers, breakout sessions on Boulder's inner-city transportation, fostering cutting edge eco-development, leveraging energy initiatives and how to achieve sustainability through public policy, and a closing panel discussion focused on how to make it happen.

During the closing panel discussion the focus turned to how to fund initiatives to reach the goal of sustainability in the current economic climate.

"We need to work toward sustainable financing solutions, but I think we all are struggling for answers," said John Tayer, Roche Colorado's director of public affairs and a board member of the Regional Transportation District.

"I do believe we shouldn't be rewarding bad development that has created bad traffic patterns," he said. "Those are the projects that often get funded first, trying to fix a problem created by bad planning."



John Tayer, left, Roche Colorado's director of public affairs, makes a point during a panel discussion at the 2009 Boulder Economic Summit on May 11. Richard Wobbekind, center, director of the University of Colorado's Business Research division, and William Shutkin, a professor at CU's Leeds School of Business, look on.

When the topic of taxing businesses through a head tax came up, Susan Graf, president and chief executive of the Boulder Chamber warned, "Be careful on the unintended consequences of taxing jobs," adding it could drive businesses out of the city, depleting tax revenue.

Richard Foy, co-founder of Communication Arts Inc. in Boulder, said, "Taxes

are penalties for doing well. We need to find other ways."

He suggested a city-CU partnership to brand the area as a place to learn, which in turn would spur tourism and raise sales tax revenue. "We could brand the effort Beauty and Brains the Balance of Life." He said the beauty would be the area's natural landscape, the brains would

be CU and its class offerings, and the two together would create the balance of life. He said the effort could bring in students from around the globe.

#### Keynotes

Economist Richard Wobbekind, state official Don Elliman and professor Wil-

► See **Economic, 29A**

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# Solar firm needs investor before completing job

BY RYAN DIONNE  
Staff Writer

BOULDER – With phase one of a two-phase solar project complete, EyeOn Solar Ltd. and the city of Boulder are in a holding pattern likely until the end of June.

Boulder-based EyeOn Solar is managing a roughly 1 megawatt solar installation that will help power Boulder's only wastewater treatment facility located at 4049 75th St. But until all of the materials are ordered and EyeOn secures all the funding needed, the project is on hold.

Barring additional economic woes, Alex Kramarchuk, EyeOn's president, foresees securing the rest of the funding by the middle or end of June and anticipates the \$7 million solar project being operational by August or September.

EyeOn Solar is leasing about 6.5 acres of land on Boulder's wastewater treatment facility to install 4,547 solar photovoltaic panels that will offset about 15 percent of the facility's energy consumption.

As part of the 20-year contract, EyeOn, which owns the panels, will begin selling the city energy for 3.25 cents per kilowatt-hour – which Kramarchuk said is less than market value.

Each year for the first 10 years, that cost will increase by 2.75 percent and then it will remain steady for the remainder of the contract, said Douglas Sullivan,



COURTESY EYEON SOLAR

Boulder-based EyeOn Solar is in a holding pattern to complete the installation of solar panels for the city of Boulder's wastewater treatment facility located at 4049 75th St., as depicted here by a computer-generated photograph showing the completed field of panels.

Boulder's utilities project manager.

Then, to satisfy Xcel Energy's mandated amount of renewable energy production, the Minneapolis-based energy company will subsidize the rest of the

cost per kilowatt-hour throughout the 20-year contract.

The deal allows Boulder officials to accurately budget for the wastewater treatment facility's energy consump-

tion instead of being at the whim of the energy market. Sullivan said city officials predict Boulder will save up to \$43,000 annually.

► See **Solar, 7A**

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## SOLAR from 6A

Because specific renewable energy rebates and tax credits are available to investors but not municipalities, the project is beneficial to everyone involved, Kramarchuk said.

### THOUGH THE PROJECT

will pay for itself in 20 years, Kramarchuk said, it's not until after the contract expires that EyeOn really starts to make money.

But until he finds investors to front the installation costs, which is tough considering the low, 9 percent yield, the project is at a standstill. He wouldn't divulge the name of the investor he already has lined up for the project.

Kramarchuk said he's talking with another handful of institutional investors to help fund the project. He doesn't pursue venture capitalists or other small investors because they typically want a higher return, which EyeOn Solar can't produce.

So far most of the work has happened under ground including laying conduit and much of the electric that will link the approximately 4-foot by 5-foot solar panels. Phase two involves installing the panels and insuring the system is operational.

Though the project will pay for itself in 20 years, Kramarchuk said, it's not until

### EyeOn Solar Ltd.

885 Arapahoe Ave.  
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Alex Kramarchuk, president and founder  
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after the contract expires that EyeOn really starts to make money. After the initial 20 years, the company can either pursue a renewed contract with the city or sell the energy to the grid.

As part of the project, an information pavilion will be installed north of the site and a public Web site will report on the system's performance.

In addition to the Boulder project, EyeOn Solar has a few outstanding utility-scale proposals including one in New Mexico and one in Florida. The company is also considering work in California, Arizona and more.

It's also working on a project, similar to the Boulder wastewater treatment facility job, in Minneapolis, he said.

"My belief is that renewables are going to help the planet," Kramarchuk said. "I also believe that over time things will get more efficient. I'd rather be the first guy on the train cutting my teeth than the last guy to get on."

## PRODUCT UPDATE



COURTESY SIMPLY BOULDER CULINARY SAUCES

Boulder-based Simply Boulder Culinary Sauces has started using 100 percent extra virgin olive oil in all of its products. Its sauces include marinades, drizzles or dressings that can be used on pasta, salads or sandwiches; and for grilling, baking or broiling.

Boulder-based **Culinary Software Services** has launched Calendar Builder as an add-on to its ChefTec software for the food-service industry. Calendar Builder has a user-friendly interface and takes advantage of "drag-and-drop" technology to allow users to build weekly or monthly calendars of menus with up to six meal periods each day.

Boulder-based **OptiBike** has rolled out the Helia, an electric bike designed for women. The Helia is capable of 50-mile rides and has air-filled front and rear Fox brand suspension, an advanced lithium ion battery and comes in four colors: Optibike red, twilight blue, Optibike silver and hibiscus pink with a flower design hand-painted by a local artist.

**Seagate Technology LLC** is offering the Barracuda LP, a 3.5-inch hard drive developed at the company's facility in Longmont. The hard drive uses between 25 percent and 50 percent less energy than other drives and comes in 1-terabyte, 1.5-terabyte and 2-terabyte versions. The 5,900 rpm drive isn't directly available to consumers, but

"system builders" who sell PC's can incorporate them into new machines.

**FreeWave Technologies** in Boulder has launched a 900 megahertz radio. The FGR2 900 MHz Industrial provides improved low-signal performance, 60-mile range with clear line of sight and the ability to extend that through store and forward repeaters. A proprietary spread spectrum technology prevents detection and unauthorized access.

Boulder-based **Albeo Technologies**, a manufacturer of LED lighting products, has added an emergency battery pack, power factor correction, optional high CRI LEDs and dimming upgrades to its C-Series of products.

Broomfield-based **OpenLogic Inc.** has updated its OpenLogic Enterprise Edition, an open-source software governance platform. It now extends the management and control of open-source software by adding the ability to identify open-source alternatives, tracking intended use of open source at time of download, customizing approval processes to meet enterprise needs, and expanding the audit to for more than 130,000 open source packages

Boulder-based **ENLASO Corp.**, which specializes in translation services, helped develop the Okapi Framework. The framework is an open-source project, originally developed by ENLASO that aids in language translation. The company's two developers helped rewrite the product for cross-platform use instead of it being solely for the Windows operating system.

Broomfield-based **eSoft Inc.**, a network security company, updated its InstaGate and ThreatWall appliances to allow real-time mapping of threats, administrative override of blocked Web pages, enhanced performance and usability and additional security capabilities.

Boulder-based **Vico Software Inc.**, a company that develops multidimensional building information modeling software for the construction industry, launched its Vico Office software designed for builders and owners. The software allows users to better integrate multiple modeling applications making it easier to more efficiently manage construction projects.

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**CLASS OF 2009** *Boulder County Business Hall of Fame*



MICHAEL MYERS

Seven business leaders were inducted into the Boulder County Business Hall of Fame on April 30 at the 17th annual induction luncheon held at the Radisson Conference Center in Longmont, home of the hall of fame. Inductees of the class of 2009 are, from left, Jerry W. Lewis, Jerry Lee, Jay Elowsky, William Boettcher, Chuck Herring, who accepted the award for his father, Richard Herring; and Lou DellaCava. Not pictured is Jeff Schott. Formed in 1992, the hall has inducted more than 100 people who have been pivotal in shaping and supporting Boulder County's business community.

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# Consumer expert says now best time to buy car, house

BOULDER — Remar Sutton, a nationally recognized consumer expert contracted by Boulder-based Elevations Credit Union, was in town in late April offering the advice that now is the best time to buy a car or house, if you're in the market for one.

"If you have a stable job and income, then this is the best time in 40 years to buy a car," Sutton said. Especially from struggling U.S. carmakers like Chrysler, he said. "Everyone is scared because they filed for bankruptcy, and that will drive prices down, but the truth is they'll re-emerge from bankruptcy."



**BANKS & MONEY**  
David Clucas

Sutton said he recommends buying used cars, not new ones.

"Unless you have a lot of extra money, why buy a new car? Their value will significantly drop the day you buy it," Sutton said. "Dealerships will always tell you that used cars are selling like hot cakes, but don't fall for that sales pitch. They'll try to pressure you into buying a new car, but you can get the used car for half the price."

Sutton advises consumers to do their research of dealership used-car inventories on the Internet. Then go do a hands-on test drive of the used car.

"Don't buy it that day you go for the test drive," Sutton said. "Take down the details of the car — make, model, year, mileage, etc. Go back home, call your lender or research on the Internet and find out what the wholesale value is of that used car. Then you can go back and negotiate a price."

Sutton also is warning against dealerships pressuring consumers to buy their leased vehicles at the end of the lease term.

"They'll pressure you to buy the car at the preagreed price because they know they are worth much less."

On the housing front, Sutton said this is "an extraordinary time to buy" because of lower prices and low interest rates, which the latter likely won't last long.

He recommends shopping diligently for the lowest interest rate, but avoiding online deals that sound too good to be true.

And always include at least one quote from a credit union, Sutton said. "It doesn't have to be Elevations Credit Union (who he works for), but get at least one from a credit union to compare to the banks," he said. "Credit unions don't have the problems that banks do, and many of them have plenty of money to lend."

Sutton's third top financial advice for these times is to "pay off your credit cards," before companies raise interest rates on the debt. At the same time, he recommends keeping up activity on your existing cards — then paying off the monthly balance — because some companies will soon be canceling cards they see no activity on.

Finally, Sutton recommends that consumers with stable incomes take advantage of sales and discounts in this down economy.

"It's a good thing that we are watching our finances and saving more," Sutton said. "But you don't need to stop buying everything. If there's a need for a product, take advantage of some of these sales."

**STREET TALK:** In the past week, I've talked to several local bankers at events — gaining input on the commercial lending market.

The news isn't great. Some bankers have told me that they're holding off on new commercial loans until this summer, after they receive results from regulators examining their loan portfolios.

Other bankers have told me that the demand for commercial loans have dried up. They said they had several deals lined up and almost all fell through. This is likely due to a lack of demand for space and building inventories.

All the bankers I talked to sounded warnings for the commercial lending market in 2010 and 2011. Significant amounts of commercial loans will come due during those years. And with stricter lending practices and tighter money available, refinances on those loans definitely will be more expensive, the bankers said. Commercial developers may have trouble finding the extra money, especially at a time when lease rates are dropping and vacancies are rising.

This could lead to a wave of defaults and more trouble for local banks.

Contact David Clucas at 303-440-4950 or [dclucas@bcbr.com](mailto:dclucas@bcbr.com).

## INTERNET NEWS

Insight Designs Web Solutions LLC, a Boulder-based interactive agency, created a custom Web site for McLean, Va.-based Bart & Associates Inc., an enterprise software solutions provider. Visit [www.bna-inc.com](http://www.bna-inc.com).

Insight Designs Web Solutions LLC, a Boulder-based interactive agency, created a Web site for Top Stars, a NASA funded project that showcases how the Hubble Space Telescope has been used in education. Visit <http://topstars.strategies.org>.

The University of Colorado law school's Natural Resources Law Center launched a Web-based database of best-management practices for natural resources, such as air and water quality and wildlife,

impacted by oil and gas development throughout the Intermountain West. The Web site is [www.oilandgas-bmps.org](http://www.oilandgas-bmps.org).

The Boulder County Motor Vehicle Web site now has a tool to estimate registration fees for cars and light trucks. The online tool merely gives users a good idea of the costs, and the actual fees need to be confirmed. Visit [www.bouldercounty.org/clerk](http://www.bouldercounty.org/clerk).

A Toronto, Ontario medical practitioner created a Web site that helps people determine how the weather may impact their health. The site sends registered users an e-mail alert when incoming weather (based on the user's ZIP code) may impact migraines, asthma, arthritis and more. Visit [www.mediclim.com](http://www.mediclim.com).



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Andy Weyl

A very special thank you to Don Martin who served as  
our Paddleraiser Auctioneer!

Last, but not least, a very special thank you to all members of the  
Community Food Share Guild who spent many hours organizing,  
soliciting and decorating for the WhiteWave Foods Spring Into Action Gala!

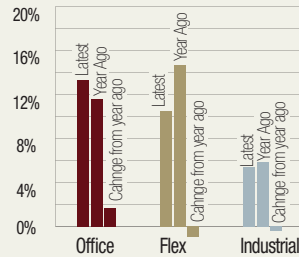
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# Boulder Valley Economic Scoreboard

## At a glance: BOULDER VALLEY VACANCY RATES



SOURCE: XCELIGENT INC.

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 existing home sales	280	216	29.6%	410	-31.7%	673	-28.6%	03/09
Boulder County new homes sales	29	21	38.1%	32	-9.4%	50	-13.8%	02/09
Boulder County residential and commercial property sales	\$118,589,600	\$73,306,100	61.8%	N/A	N/A	\$289,433,500	N/A	03/09
Boulder/Broomfield counties foreclosures	172	136	26.5%	142	21.1%	524	2.9%	04/09
Boulder County annual home appreciation rate	2.99%	2.89%	0.10%	2.78%	0.21%	N/A	N/A	4Q/08
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	13.3%	14.2%	-0.9%	11.6%	1.7%	13,029,788	19.5%	1Q/09
Flex	10.5%	10.9%	-0.4%	14.7%	-4.2%	12,450,393	1.4%	1Q/09
Industrial	5.4%	5.5%	-0.1%	5.9%	-0.4%	20,386,515	2.2%	1Q/09

GROSS CONSUMER SALES	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder	\$1,314,698,581	\$1,175,831,686	11.8%	\$1,274,802,734	3.1%	\$3,687,281,451	6.1%	3Q/08
Broomfield	\$552,673,171	\$569,223,022	-2.9%	\$570,075,659	-3.1%	\$1,656,922,739	-5.2%	3Q/08
Erie	\$15,809,680	\$15,419,180	2.5%	\$14,558,808	8.6%	\$45,879,477	4.1%	3Q/08
Lafayette	\$168,611,674	\$276,475,191	-39.0%	\$217,044,457	-22.3%	\$585,238,472	19.0%	3Q/08
Longmont	\$602,421,792	\$623,700,255	-3.4%	\$583,801,588	3.2%	\$1,800,225,290	4.7%	3Q/08
Louisville	\$202,592,631	\$198,524,054	2.0%	\$188,484,231	7.5%	\$597,284,896	2.5%	3Q/08
Lyons	\$20,571,501	\$22,622,125	-9.1%	\$18,994,891	8.3%	\$63,772,024	-0.5%	3Q/08
Nederland	\$9,026,509	\$7,902,670	14.2%	\$8,121,334	11.1%	\$24,453,600	-1.8%	3Q/08
Niwot	\$23,122,609	\$12,431,676	86.0%	\$64,299,550	-64.0%	\$44,690,067	-50.3%	3Q/08
Superior	\$98,317,885	\$87,411,548	12.5%	\$86,732,317	13.4%	\$275,229,852	4.9%	3Q/08
Ward	\$249,687	\$149,651	66.8%	\$1,203,193	-79.2%	\$584,301	-74.3%	3Q/08
Unincorporated Boulder County	\$241,033,050	\$212,907,680	13.2%	\$160,889,684	49.8%	\$706,918,714	25.0%	3Q/08
<b>Total</b>	<b>\$3,249,128,770</b>	<b>\$3,202,598,738</b>	<b>1.5%</b>	<b>\$3,189,008,446</b>	<b>1.9%</b>	<b>\$9,488,480,883</b>	<b>4.6%</b>	<b>3Q/08</b>

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	\$139,785,000	\$178,686,000	-21.8%	\$190,515,000	-26.6%	\$677,201,000	-15.8%	4Q/08
Boulder/Broomfield counties restaurant sales	\$152,684,000	\$162,141,000	-5.8%	\$153,343,000	-0.4%	\$634,629,000	3.6%	4Q/08
Boulder/Broomfield counties building material sales	\$81,515,000	\$79,668,000	2.3%	\$84,387,000	-3.4%	\$305,793,000	1.3%	4Q/08

JOBS	Latest	Previous	Change from previous	Year ago	Change from year ago	Unemployment rate	Change in unemployment rate	Last updated
Boulder County	166,008	166,823	-0.5%	171,827	-3.4%	6.3%	0.5%	03/09
Broomfield County	28,028	28,488	-1.6%	29,313	-4.4%	7.2%	0.7%	03/09
Colorado	2,492,562	2,526,996	-1.4%	2,578,004	-2.0%	7.9%	0.5%	03/09
United States	140,887,000	141,748,000	-0.6%	N/A	N/A	8.5%	0.4%	03/09

BANKRUPTCIES	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder / Broomfield Counties	118	60	96.7%	76	55.3%	248	17.5%	03/09

VENTURE CAPITAL	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder/Broomfield counties	\$41,281,800	\$57,190,200	-27.8%	\$266,825,400	-84.5%	\$41,281,800	-84.5%	1Q/09
Colorado	\$76,906,900	\$127,600,000	-39.7%	\$297,744,900	-74.2%	\$76,906,900	-74.2%	1Q/09
United States	\$3,003,653,800	\$5,400,000,000	-44.4%	\$7,800,000,000	-61.5%	\$3,003,653,800	-61.5%	1Q/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	\$172,546,000	N/A	\$155,270,000	N/A	\$20,981,000	N/A	\$2,508,000	4Q/08
FirstBank of Boulder	\$512,834,000	10%	\$443,286,000	5.4%	\$202,680,000	22.3%	\$6,467,000	4Q/08
FirstBank of Longmont	\$417,101,000	6.7%	\$344,879,000	3.1%	\$131,074,000	10.9%	\$4,906,000	4Q/08
FirstTier Bank	\$784,186,000	62.3%	\$606,104,000	38.1%	\$717,076,000	62.6%	\$3,732,000	4Q/08
Flatirons Bank	\$65,429,000	33.5%	\$32,393,000	-16.4%	\$37,827,000	6.3%	-\$19,000	4Q/08
Mile High Banks	\$1,320,238,000	8.9%	\$1,068,813,000	3.3%	\$1,239,220,000	7.6%	\$6,780,000	4Q/08
Summit Bank & Trust	\$77,624,000	66.4%	\$60,277,000	95.3%	\$60,719,000	121.2%	-\$2,754,000	4Q/08

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	\$2,296,651	8.9%	\$2,049,919	9.3%	\$1,982,416	14.8%	\$1,064	4Q/08
Boulder Municipal Employees Credit Union	\$54,478,572	5%	\$49,568,398	8.5%	\$39,027,630	-1.0%	\$76,253	4Q/08
Boulder Valley Credit Union	\$173,079,236	8.8%	\$154,543,878	9.7%	\$109,770,329	-1.9	\$521,372	4Q/08
Community Financial Credit Union	\$107,567,722	6.7%	\$91,724,181	7.1%	\$69,402,647	10.0%	-\$142,768	4Q/08
Elevations Credit Union	\$898,908,820	18.6%	\$807,460,065	18%	\$605,623,265	15.2%	-\$1,061,134	4Q/08
Premier Members Credit Union	\$304,153,429	8%	\$266,583,683	7.6%	\$246,155,219	13.1%	-\$662,190	4Q/08
St. Vrain Valley Credit Union	\$77,746,528	9.3%	\$70,214,509	9.9%	\$59,836,138	2.8%	\$30,908	4Q/08

COMPILED BY DAVID CLUCAS

## BCBRDAILY from 2A

would help the company get through its prototype phases and well into manufacturing. Brown said he hopes to sell the vehicles to companies such as FedEx Corp. (NYSE: FDX) and United Parcel Service of America Inc. (NYSE: UPS).

### Nasdaq delists AeroGrow

BOULDER – AeroGrow International Inc. suspended trading on the Nasdaq stock market on May 4.

The Boulder-based maker of indoor gardening products, which used to trade under the AERO symbol on the Nasdaq, intends to list with the OTC Bulletin Board, or OTCBB soon, company officials said.

“Given the ongoing financial crisis and limited access to capital for growth companies, maintaining our listing on Nasdaq has required more and more of our resources, both financially and in terms of management focus,” AeroGrow Chief Executive Officer Jerry Perkins, said in a press release.

AeroGrow’s main line of AeroGarden products consist of dirt-free gardens to allow consumers to grow vegetables year-round indoors.

### Crocs closes center; cuts 37 jobs

NIWOT - Crocs Inc. recently notified its 37 Aurora distribution center employees that they’ll no longer have jobs come the beginning of July as the company closes that location.

Earlier this year, Niwot-based Crocs (Nasdaq: CROX) announced it plans to open a 400,000-square-foot distribution facility in Ontario, Calif. that would be its primary North American distribution center.

None of the 37 positions will be relocated to the new distribution center, though the company plans to hire about 100 people for that location through a contractor, said Tia Mattson, Crocs’ spokeswoman.

The 37 employees were told on May 11 the roughly 264,000-square-foot Aurora distribution center would close between June 30 and July 8. Mattson said if the employees choose to quit before then it’ll be on their own accord.

### New name for imaging center

LONGMONT – The United Imaging Center, which is part of the Longmont United Hospital, has changed its name to the Women’s Imaging Center.

In the last few years the center has added a digital mammography and a bone-density machine and underwent renovations to make it more patient-friendly.

“With the addition of the digital mammography machine this fall, we felt a name change would better represent the services we provide,” Sherri Vasko-Steinbeck, Longmont United Hospital’s director of diagnostic imaging, said in a statement.

While the center cares for men as well, with its digital mammography, breast ultrasound, stereotactic breast biopsy and bone densitometry capabilities, the vast majority of patients are women.

The imaging center is located at 1380 Tulip St., Suite B in Longmont.

## Residential market shows signs of life

*Low interest rates, prices providing opportunities for first-time buyers*

BY DAVID CLUCAS  
Staff Writer

Mirror, mirror on the wall, will 2009 bring the best local residential real estate deals of them all?

While the country continues to deal with a deep recession, there are some signs that the housing market may hit bottom this summer — or at least offer the best deals in conjunction with low interest rates, according to local real estate experts.

Heading into the busy spring and summer months, Realtors in the Boulder Valley said activity is picking up — particularly for single-family homes priced less than \$600,000 in Boulder and less than \$400,000 in the rest of Boulder and Broomfield counties.

“We’re seeing the most activity from first-time home buyers,” said Joe Hughes with Boulder-based Borg Real Estate. “Part of that is from the \$8,000 federal government credit, but another part is that prices have come down far enough to where it’s possible for a first-time home buyer to get into this market. They see an opportunity.”



Hughes

The news hasn’t been as good for the high-end residential market, Realtors said.

“Homes priced at more than \$700,000 continue to drop, and the demand is down,” Hughes said. “I think a lot of those buyers’ wealth is tied to the stock market, and it’s harder to get financing on a jumbo loan. And if they can’t sell their house, they can’t buy another.”

While the stock market has recovered some, it’s still 40 percent off its highs in October 2007. Making matters tougher for the high-end market are higher jumbo loan rates — those loans for more than \$417,000, which are not backed by the federal government. Regular 30-year fixed-mortgage rates were running slightly above 5 percent as of early May compared to average jumbo 30-year fixed-mortgage rates at 6.3 percent.

“More expensive homes lagged in getting hit in this market, but I think now everyone is in the same position,” said Byron Koste, executive director of the University of

► See **Residential, 12A**



### Transaction Tips:

Here are a few real estate tips for buyers and sellers from local Realtors.

#### Buyers

- Make sure to get prequalified for a loan.
- Look for neighborhoods with strong sales, in case you have to sell soon.
- Consider the purchase as a long-term investment, not a quick way to make a buck.
- Visit at least 10 homes and all types — existing, new and foreclosures.

#### Sellers

- Set the right price for this market at the start.
- Make sure the home is clean and staged to show well.
- Have professional photos taken of the home.
- Don’t assume that every buyer is getting an \$8,000 credit from the government

DAVID CLUCAS

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## RESIDENTIAL from 11A

Colorado Leeds School of Business Real Estate Center.

"I think there will be a lot of people looking at homes this summer, but they'll wait to see where the market goes," Koste said. "It will either be flat or a moderate recovery in sales." Koste doesn't see much in the way of price appreciation this summer.

He said the government's \$8,000 first-time home-buyer credit will give some "on-the-margin buyers" an incentive to buy, but be limited in its effect.

"If you're off by a few thousand dollars from buying a home, it will help, but if you're off by \$20,000, it won't make a

difference."

The "incredibly low interest rates" is the greatest help to buyers now, Koste said. "You can't borrow as much these days, but the low rates are still a big incentive. And if you get a fixed rate, that's a permanent fix to cheap financing on a home."

Koste couldn't predict where rates would go next. "Nobody knows," he said. "No one thought the low rates would be back after last time, but here we are at 5 percent."

David Binkowski, broker and owner of Real Estate of the Rockies with offices in Boulder and Longmont, said, "It's inevitable that interest rates will begin to rise

soon. Inflation will begin to rear its head with all this government spending."

So while housing prices may not rise this year, the cost of borrowing to buy a house might.

"Still, anything below 6.5 percent is fantastic in the long term," Binkowski said.

Where are the best deals in this market? In new home construction, said Deanna Franco with Boulder-based 8030 Realty. She sees the best discounts coming from home builders who want to



Binkowski



Franco

reduce their inventory.

"Everyone always asks about foreclosures, because they think they are going to get the screaming deal, but it's more challenging to get a foreclosure deal done than people realize," she said.

For buyers and sellers heading into the housing market this spring and summer, local Realtors had several tips.

For sellers, they stressed to set the right price at the very start.

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**“You can't borrow as much these days, but the low rates are still a big incentive. And if you get a fixed rate, that's a permanent fix to cheap financing on a home.”**

### Byron Koste

EXECUTIVE DIRECTOR  
UNIVERSITY OF COLORADO LEEDS SCHOOL  
OF BUSINESS REAL ESTATE CENTER

"If you price it too high, you will see less money in the end, and it will take longer to sell," Hughes said. In some cases, deals are falling through because the bank appraisal won't support a high sale price.

For buyers, Realtors stressed getting prequalified for a loan ahead of time and then looking at all types of homes — existing, new and foreclosures.

Binkowski said buyers should strongly consider their planned length of time in a home.

"If you're planning to sell within the next few years, look for signs of strong sales in that neighborhood," he said. "But overall, I'd advise most people to look at buying a home as a long-term investment."

Contact writer David Clucas at 303-440-4950 or [dclucas@bcbr.com](mailto:dclucas@bcbr.com).

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# Senior-living apartments to open in Broomfield

BY DAVID CLUCAS  
Staff Writer

BROOMFIELD — The Stratford at FlatIrons, a new high-end senior-living project in Broomfield, is scheduled to open to residents on Monday, May 18.

About 30 percent of the 206 independent- and assisted-living units at 400 Summit Blvd. have been pre-leased in the first eight months, said Jennifer Teague, executive director of The Stratford. That meets company expectations, and the project should be fully occupied within two to three years, she said.

The Stratford is open to seniors ages 55 and plus.

Sunrise Senior Living (NYSE: SRZ) owns and operates The Stratford. The Virginia-based company purchased the 6.8 acres of land for the project August 2007 for \$2.68 million, and it runs about 450 other senior-living communities worldwide. Sunrise worked with the Broomfield office of St. Louis-based Brinkman Constructors and Virginia-based BerryRio Architecture + Interiors to build the senior residences in Broomfield.

The Stratford looks and feels more like a luxury resort than a senior-living facility. The common areas feature high ceilings, rock and wood walls, leather couches, fireplaces and HDTVs.

Living amenities include a fitness center, arts and crafts classes, a movie theater, office and library space, activities and monthly health checkups. The amenities are meant to keep seniors active and socially engaged.

"That's a big part of aging successfully—the active and social component," Teague said.

The fitness center will feature an onsite personal trainer who helps residents develop a tailored plan for their health, diet and lifestyle. The Stratford also has a private medical and consulting office if residents want to meet with their own physicians or advisers.

Lunch and dinner meal plans, cooked by onsite chefs, are available at The Stratford's dining room from 11 a.m. to 7 p.m. with a free complimentary breakfast. There is also a bar for in-between meal drinks and food.

There is also a full-service spa at The Stratford offering hair, beautician and massage services at an additional cost.

The 130 one- and two-bedroom independent senior-living units at The Stratford range in rental rates from \$2,400 to \$5,500 depending on the room size and meal plan chosen. All the rooms come unfurnished, but include main appliances, such as a washer and dryer, refrigerator and stove.

► See **Apartments, 16A**



DAVID CLUCAS

The Stratford at FlatIrons, a new senior-living community in Broomfield, is scheduled to open to residents on May 18.



DAVID CLUCAS

A sample independent senior-living bedroom at The Stratford in Broomfield.

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# RESIDENTIAL REAL ESTATE BROKERAGES

(Brokerages ranked by dollar volume of sales in Boulder & Broomfield counties.)

RANK	PREV. RANK	Company Address Phone/Fax	Dollar volume of sales 2008 2007	No. of sales closed 2008 2007	Gross commissions 2008 No. of FT licensed agents No. of local offices	No. of current listings Average price Referral network	Person in charge Year founded Web site
1	3	<b>FULLER SOUTHEY'S INTERNATIONAL GROUP</b> ① 1500 28th Street Boulder, CO 80303 303-443-6161/303-443-8822	\$852,744,023 \$98,686,801	1,353 113	\$22,290,000 13 1	806 \$937,000 Sotheby's International Realty	Heather Parnass, COO and President 2008 www.fullersothebysrealty.com
2	1	<b>COLDWELL BANKER RESIDENTIAL BROKERAGE</b> 2700 Canyon Blvd., Suite 200 Boulder, CO 80302 303-449-5000/303-449-6969	\$649,556,004 N/A	2,257 2,726	N/A 252 3	698 \$512,043 N/A	Chris Mygatt, COO and President 1906 www.coloradohomes.com
3	3	<b>COLORADO LANDMARK REALTORS CHRISTY'S GREAT ESTATES</b> 2350 Broadway Boulder, CO 80304 303-443-3377/303-443-5989	\$165,000,000 \$228,325,752	345 428	N/A 42 2	154 \$899,000 Christie's Great Estates, Leading Real Estate Companies of the World	Joel Ripmaster, Broker/Owner 1977 www.coloradolandmark.com
4	4	<b>ERA TRADEWIND REAL ESTATE</b> 601 S. Bowen St. Longmont, CO 80501 303-772-9620/303-772-9653	\$137,811,000 \$193,961,000	511 894	N/A 82 2	242 \$238,000 Yes.	James Plaster, Owner/Broker 2002 www.eratradewind.com
5	NR	<b>MOCK REALTY</b> 825 S. Broadway Boulder, CO 80305 303-494-4250/303-499-8425	\$89,912,510 N/A	194 261	\$1,997,581 21 1	55 \$461,000 yes	Gail Mock, Broker/Owner 1965 www.mockrealty.com
6	NR	<b>STELLAR PROPERTIES</b> 1290 Yellow Pine Ave. Boulder, CO 80304 303-442-2448/1-866-832-8612	\$13,005,393 \$15,595,494	41 46	N/A 3 1	8 \$521,400 yes	Tony Martinez, Broker 2004 www.StellarProperties.net
7	NR	<b>KOIS REAL ESTATE</b> 5621 W. 136th Ave. Broomfield, CO 80020 303-469-8866/303-484-4314	\$6,056,000 N/A	26 N/A	\$145,000 4 1	5 \$222,000 N/A	Dody Kois and Bob Kois, Brokers 1978 www.koisre.com
8	6	<b>BENCHMARK REALTY LLC</b> 9035 Wadsworth Parkway Westminster, CO 80021 - 8634 303-410-0077/303-379-4475	N/A \$101,450,000	N/A 417	N/A 24 2	N/A N/A N/A	Mark Marati, Owner 2000 www.BenchmarkRealtyLLC.com
9	NR	<b>NIWOT REAL ESTATE INC.</b> 102 2nd Ave. Niwot, CO 80544-0340 303-652-2626/303-652-3483	N/A N/A	N/A N/A	N/A 7 1	N/A N/A N/A	Patricia Murphy, President 1986 www.niwotrealty.com
10	9	<b>ACQUIRE INC.</b> 1155 Canyon Blvd., Suite 110 Boulder, CO 80302 303-448-1400/303-998-1400	N/A N/A	N/A N/A	N/A 4 1	N/A N/A N/A	Paige Coker Heiman 2004 www.insideacquire.com
11	4	<b>HOUSING HELPERS OF BOULDER LLC</b> 2865 Baseline Road Boulder, CO 80303-2311 303-545-6000/303-545-6537	N/A \$31,317,520	N/A 80	N/A 4 1	N/A N/A N/A	Stephanie Iannone, Owner 1987 www.housinghelpers.com
12	NR	<b>HELP-U-SELL HOME GALLERY</b> 600 S. Airport Road, Building B, Suite B Longmont, CO 80503 303-786-7355/303-532-2982	N/A N/A	N/A N/A	N/A 3 1	N/A N/A N/A	Judy Spear 2004 www.BoulderCountyInfo.com
13	NR	<b>THE PELOTON</b> 1685 38th St., Suite 100 Boulder, CO 80301 303-457-5230/303-457-5231	N/A N/A	N/A N/A	N/A 3 1	N/A N/A Yes.	Freddy Halcomb, V.P. Sales 2006 www.ThePeloton.com
14	NR	<b>FOUR STAR REALTY &amp; PROPERTY MANAGEMENT INC.</b> 1938 Pearl St., Suite 200 Boulder, CO 80302 303-440-8200/303-443-1440	N/A N/A	N/A N/A	N/A N/A 2	N/A N/A N/A	Phil Swan, President 1986 www.fourstarrealty.com
15	3	<b>GOODACRE &amp; CO.</b> 2450 Broadway Boulder, CO 80304-4109 303-449-3434/303-449-3555	N/A \$127,658,194	N/A N/A	N/A N/A 1	N/A N/A N/A	Bill Goodacre, Owner; Tim Goodacre, Owner and John Kidder, Managing Broker and Owner 1974 www.goodacreproperties.com
16	NR	<b>KELLER WILLIAMS BOULDER MARKET CENTER</b> 3005 Center Green Drive, Suite 100 Boulder, CO 80301 303-440-8080/303-440-6263	N/A N/A	N/A N/A	N/A N/A 1	N/A N/A N/A	Kay Bellhouse, Employing Broker/Team Leader 1996 www.liveinboulder.com
17	1	<b>RE/MAX OF BOULDER INC.</b> 2425 Canyon Boulevard, Suite 110 Boulder, CO 80302 303-449-7000/303-449-8554	N/A \$761,958,956	N/A 1,712	N/A N/A 1	N/A N/A N/A	D.B. Wilson, Manager 1977 www.boulderco.com
18	NR	<b>WRIGHT KINGDOM INC.</b> 4875 Pearl East Circle, Suite 100 Boulder, CO 80301 303-443-2240/303-443-2893	N/A N/A	N/A N/A	N/A N/A 1	N/A N/A N/A	Gary Collins, Broker; Lew Kingdom and Stu Wright 1976 www.wrightkingdom.com

N/A: Not available.

If your company should be on this list, please request a survey by e-mailing research@bcr.com or calling our research department at 303-440-4950.

Second ranking criteria is no of full-time licensed agents.

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SOURCE: BUSINESS REPORT SURVEY  
RESEARCHED BY Beth Edwards

## TOP 10 OFFICE LEASES IN BOULDER AND BROOMFIELD COUNTIES

(JAN. 1 TO MARCH 31, 2009)

Tenant	Sqare Footage	Address	Listing / Selling Agency - Broker(s)
1 ZOLL Data Systems	67,250	11802 Ridge Parkway, Broomfield	CB Richard Ellis - Marty Knape, Alex Hammerstein and Don Fitzmartin Studley - Ted Harris
2 Nellcor Puritan Bennett LLC	47,303	6170 Longbow Drive, Boulder	The Colorado Group - Susan Chrisman CB Richard Ellis - Doug Viseur
3 National Ecological Observatory Network	28,779	5340 Airport Road, Boulder	Keys Commercial
4 Tendril Networks Inc.	22,000	5395 Pearl Parkway, Boulder	Keys Commercial The Colorado Group
5 DTJ Design Inc.	8,000	3101 Iris Ave., Boulder	Gibbons-White Inc. - Lynda Gibbons, Annie Lund, Angela Topel and Chris Boston
6 CH2M Hill Engineering Services Inc	7,722	5775 Flatiron Parkway, Boulder	CB Richard Ellis - Dave Buck Gibbons-White Inc. - Chris Boston
7 Robert W. Baird & Co.	5,310	1301 Canyon Blvd., Suite 220 Boulder	W. W. Reynolds
8 Six88 Solutions Inc.	4,982	1877 Broadway, Boulder	Gibbons-White Inc. - Chris Boston New Option Partners - Aaron Evans
9 Energy Medicine Ministries	4,789	1132, 1134 Dillon Road, Louisville	The Colorado Group - Linda Huntsman
10 Futurewei Technologies Inc.	4,228	361 Centennial Parkway, Louisville	Gibbons-White Inc. - Lynda Gibbons, Annie Lund and Chris Boston Newmark Knight - Kyle Jett

Source: Survey of commercial real estate firms

## TOP 10 INDUSTRIAL LEASES IN BOULDER AND BROOMFIELD COUNTIES

(JAN. 1 TO MARCH 31, 2009)

Tenant	Sqare Footage	Address	Listing / Selling Agency - Broker(s)
1 Creative Foam Corp.	70,000	1800 Pike Road, Longmont	Grubb & Ellis - Mike Wafer and Bruce Mawhinney
2 Serious Materials Inc. - Chris Ball	36,955	6268 Monarch Place, Longmont	Gibbons-White Inc. - Lynda Gibbons, Annie Lund and Angel Topel Fuller Co.
3 Zinn Logistics	15,000	1850 Lefthand Circle, Longmont	The Colorado Group - Jim Fisher and Jason Kruse
4 Only Natural Pet Store	12,285	5541 Central Ave., Boulder	Flatiron Park Co. - Dick Hedges The Colorado Group - Scott Reichenberg and Neil Littmann
5 GE Analytical Instruments	8,500	4801 N. 63rd St., Boulder	The Colorado Group - Gary Aboussie
6 MP Associates Inc.	6,110	1721 Boxelder St., Louisville	The Colorado Group - Neil Littmann, Scott Reichenberg and Linda Huntsman
7 JRB LLC	4,863	185 S. 104th St., Louisville	The Colorado Group - Jason Kruse
8 International Postal Solutions LLC	4,476	1520 Cherry St., Louisville	The Colorado Group - Jason Kruse and Danny Lindau
9 Milliam LLC	4,271	2640 Walnut St., Boulder	Gibbons-White Inc. - Chris Boston and Jim Ditzel
10 Simply Delicious LLC	3,820	4725 Nautilus Court, Boulder	The Colorado Group - Audrey Berne and Todd Walsh

Source: Survey of commercial real estate firms

## TOP 10 RETAIL LEASES IN BOULDER AND BROOMFIELD COUNTIES

(JAN. 1 TO MARCH 31, 2009)

Tenant	Sqare Footage	Address	Listing / Selling Agency - Broker(s)
1 Sprouts Farmers Market	23,837	2950 Baseline Road, Boulder	Gibbons-White Inc. - Dan Ferrick and Chris Boston Sullivan Hayes - Erika Kloppel and Thomas Castle Tebo Development Co.
2 ArtMart Ltd.	12,303	1222 Pearl St., Boulder	Sullivan Hayes Brokerage - Mike DePalma Freeman Myre - Arn Hayden
3 Dickens Tavern	8,800	300 Main St., Longmont	W.W. Reynolds
4 The Rib House	5,200	1801 Walnut St., Boulder	The Colorado Group - Jason Kruse and Jack Kruse
5 Caper's Italian Bistro	4,846	600 S. Airport Road, Longmont	CB Richard Ellis -- Carolyn Rene Martinez
6 It's So Me LLC	2,720	120th and Sheridan Blvd., Broomfield	Wright Kingdom - Eric Rutherford Gibbons-White Inc. - Patrick Weeks and Dan Ferrick
7 Gates & Rymph Inc.	2,707	2801 Iris Ave., Boulder	Dean Callan & Co. - Ryan Blasdel Gibbons-White Inc. - Angela Rookey, Lynda Gibbons
8 Tangier Moroccan	2,470	3070 28th St., Boulder	Dean Callan & Co. - Becky Gamble and Ryan Blasdel
9 Rock Creek Pizza Dough Co.	1,699	Rock Creek Shopping Center, Superior	Tebo Development Co.
10 Country Café Inc.	1,400	111 S. Main St., Longmont	

Source: Survey of commercial real estate firms

## TOP COMMERCIAL PROPERTY SALES IN BOULDER AND BROOMFIELD COUNTIES

(JAN. 1 - MARCH 31, 2009)

Buyer	Address	Type	Price
1 Boulders Apartments LLC	Iris Avenue, 28th Street, Boulder	Apartments	\$20,900,000
2 Realty Trust Group Inc. Trustee	450 Ken Pratt Blvd., Longmont	Retail	\$5,000,000
3 1904 Pearl LLC	1094 Pearl St., Boulder	Retail /Office	\$2,875,000
4 California Building LLC	1132 W. Dillon, Louisville	Retail	\$2,275,000
5 Creekside Place LLC	348 Arapahoe Ave, Boulder	Apartments	\$2,100,000
6 1101 University LLC	1101 University Ave., Boulder	Apartments	\$2,000,000
7 Ed Kanemoto LLC	720 Fairlane Ave., Longmont	Apartments	\$1,101,300
8 ConocoPhillips Co.	9550 Paradise Drive, Louisville	Land	\$1,055,500
9 Giovanna J. Costa Testamentary	955 17th St., Boulder	Apartments	\$1,050,000
10 1531 Broadway LLC	1531 Broadway, Boulder	Office	\$950,000
11 Alan T. Villavicencio	1733 Yarmouth Ave., Boulder	Office	\$875,000
12 Burvill LLC	195 S. Main St., Longmont	Retail	\$840,000
13 Liguane Properties LLC	1818 Mountain View, Longmont	Medical	\$630,000
14 Nebalski Holdings LLC	3450 Penrose, Boulder	Office	\$610,300
15 Pritt Properties LLC	655 Weaver Park Road, Longmont	Manufacturing	\$545,000

Source: Boulder and Broomfield counties public record

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## APARTMENTS from 13A

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The rooms also feature high-tech phones and buttons throughout the apartment for emergency help calls. Residents can also choose to purchase a pendent they can press anytime, anywhere on the property to call for help.

**THE 76 ASSISTED-LIVING units at The Stratford range in rental rates from \$100 to \$160 per day. The units are in the same building but separated from the independent-living units.**

Another option for seniors is to have their room adjusted for eyesight problems. Color schemes are adjusted to provide high-contrast walls and fixtures to make it easier to see.

The 76 assisted-living units at The Stratford range in rental rates from \$100 to \$160 per day. The units are in the same building but separated from the independent-living units. Here, The Stratford steps up the care for seniors with early, moderate or severe memory problems.

The area is separated into neighborhoods based on the amount of care needed. Seniors with early to moderate memory problems are encouraged to continue working their minds with social and brain activities. Amenities are similar to those in the independent living area with some extra help from staff.

For seniors with more severe memory problems, The Stratford offers a secured living neighborhood environment with even more individual assistance.

The Stratford is starting with a staff of about 80 people, and it expects to eventually employ about 150 to 200 people. At any given time there will be about 20 to 30 people onsite to help residents.

Contact writer David Clucas at 303-440-4950 or e-mail [dclucas@bcb.com](mailto:dclucas@bcb.com).

## Commercial Vacancy Rates

Tracked by Xceligent Inc.  
First quarter 2009

Type	Total (sq. ft.)	Vacant (sq. ft.)	Vacancy Rate
<b>Boulder</b>			
Office	6,770,370	920,920	13.6%
Flex	5,766,099	269,827	4.7%
Industrial	3,860,901	471,386	12.2%
<b>Broomfield</b>			
Office	3,587,755	464,250	12.9%
Flex	1,414,819	158,723	11.2%
Industrial	2,649,570	199,554	7.5%
<b>Lafayette</b>			
Office	418,755	17,111	4.1%
Flex	598,949	122,850	20.5%
Industrial	410,041	0	0%
<b>Longmont</b>			
Office	966,559	130,653	13.5%
Flex	2,637,816	457,445	17.3%
Industrial	10,734,082	390,776	3.6%
<b>Louisville</b>			
Office	1,135,007	184,365	16.2%
Flex	1,941,140	294,029	15.1%
Industrial	2,731,921	40,000	1.5%
<b>Superior</b>			
Office	151,342	13,125	8.7%
Flex	91,570	4,800	5.2%
<b>Grand Total</b>			
Office	13,029,788	1,730,424	13.3%
Flex	12,450,393	1,307,674	10.5%
Industrial	20,386,515	1,101,716	5.4%

Buildings larger than 20,000 square feet

## Commercial Vacancy Rates

Tracked by CB Richard Ellis  
First quarter 2009

Type	Total (sq. ft.)	Available (sq. ft.)	Vacancy Rate
<b>Boulder</b>			
Office	5,549,211	849,029	15.3%
Industrial	14,129,199	1,497,695	10.6%

### Longmont

Office	974,909	160,859	16.5%
Industrial	6,088,275	1,339,420	22%

Buildings larger than 10,000 square feet, excluding government, medical, and single tenant owner buildings.

## Commercial Vacancy Rates

Tracked by Economic Developers  
First quarter 2009

Type	Total (sq. ft.)	Available (sq. ft.)	Vacancy Rate
<b>Broomfield</b>			
Office	5,933,048	686,526	11.6%
Industrial and Flex	4,897,749	353,425	7.2%

Source: Broomfield Economic Development Corp.

### Longmont

Office, flex and industrial	8,476,950	1,118,957	13.2%
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Source: Longmont Area Economic Council (includes city of Longmont plus surrounding unincorporated areas of Boulder and Weld counties).

## AWARDS

Paul Ibanez, president of **ANCO Engineers Inc.** in Boulder, has been named Small Business Exporter of the Year by the Colorado Small Business Administration.

**Thistle Communities** (formerly Thistle Community Housing) has received the 2009 Regional Energy Star Award for Excellence in Affordable Housing from the Environmental Protection Agency. Thistle was recognized for its Blue Vista Neighborhood in Longmont.

Patricia Graham and Mark Reinholz were named the Master Faculty and Master Instructor for 2009, respectively, at **Front Range Community College's** Boulder County campus. They were chosen from among the faculty and instructors who were nominated by students, faculty and staff. Graham is director of the Nurse Aide Program, and



Reinholz



Graham

Reinholz teaches philosophy.

Ross N. Mills, Boulder-based **iTi Corp.'s** founder and chief technology officer, has received a Society for Imaging Science and Technology 2009 Service Award for his dedication, vision and leadership in guiding efforts to establish the Digital Fabrication Conference. James W. Stasiak, a senior scientist at Hewlett-Packard Co. is a co-recipient of the award. Stasiak and Mills worked closely to direct the conference from inception to international prominence.



Mills

The **Creative Alliance**, a public relations and marketing firm in Lafayette, received a Bronze Summit Creative Award in the 2009 Summit International Awards consumer print materials campaign category for its Colorado Tree Project campaign for Land Rover Flatirons.

Boulder-based **Namaste Solar**, an installer of solar-electric systems, received an Innovations in Employee Ownership Award at the annual Employee Ownership Conference held

in Portland, Ore. And presented by the Beyster Institute and the National Center for Employee Ownership.

**Vermilion**, a Boulder-based design and interactive agency, was honored with a Webby at the 13th Annual Webby Awards in the Consumer Electronics category for the design of the Tendril Networks Web site.

**Railton McEvoy Architects** of Boulder has received all seven awards granted by the Grand County Parade of Homes for a three-bedroom condominium design for Cozens Pointe in Fraser. The project consists of 68 units in 11 buildings and includes two- and three-bedroom units with views of Byers Peak and the Winter Park Ski Resort.

**The Schallert Group Inc.**, a Longmont-based consulting firm specializing in teaching businesses and communities how to become consumer destinations, received the Rich Media Impact Award for its Destination University online business training program in the Rapid ROI Category from the Sonic Foundry.

The Colorado chapter of the Business Marketing Association awarded **Viki Mann** with the 2009 Communicator of the Year Award and **Carla Johnson** with the President's Award.

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**John Sessa**  
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# PRINTING & GRAPHICS

## Poor economy squeezing bottom line

*Printing houses affected as customers reduce size of jobs, special projects*

BY ELIZABETH GOLD

Business Report Correspondent

Reduced readership and ad revenue has led to the demise of a number of U.S. newspapers. Reduced business has led to a decrease in the amount of printed marketing materials. Reduced buying and inventory space has led to smaller print runs for books and magazines.

The printing industry has had to adjust to economic changes. Area print service shops continue to adapt business strategies to the current climate and shifting client needs.

With ongoing interest in reducing costs to stay afloat, companies have adjusted their printing practices. Everything associated with those costs is taken into consideration — in the printing realm that includes everything from type of paper to number of copies.

Standard newsprint paper costs have been going down at a steady rate, according to the Pix Newsprint Benchmark Indexes. For example, the metric ton rate of \$718.01 on March 3 dropped to \$664.76 on May 5.

"I just did a quote for a magazine that had a savings of over 15 percent from last year," said Ken Martin, owner of Martin Print Services, a print management and print broker company. "It's primarily due to paper costs going down, but also because printers know they have to keep prices competitive."

Lower-grade paper — Nos. 4 and 5 as well as newsprint — are in the category of those papers that are dropping in price. Higher-end and recycled paper are still high because of the manufacturing process, Martin explained.

"People want to be green, but they can't bite the bullet to spend the extra money," he added. "With prices coming down, however, interest is increasing."

"Ten to 15 percent is a lot of times the difference in price, depending on the size of a job," he said, referring to the drop in lower-grade paper costs.

In response to print industry shifts, Eight Days A Week Imaging and Copy Center in Boulder is developing more of a business center concept, according to Sam Sussman, who owns the company with Cheryl, his wife.

The plan is to have Web and graphics area professionals available to customers on a walk-in basis.

"The printing industry is expected to expand because of new business startups," he said, explaining the increase as a result of out-of-work employees starting their own companies. Sussman is also considering creating a cooperative that offers access to his company's equipment as well as providing a place for people who know autoCAD and design to work with clients.

Eight Days A Week used digital output, which Sussman refers to as more environmentally friendly than the ink process of printing. Digital printing also makes smaller print runs cost-effective compared with ink-process printing that larger print runs to offset printer set-up costs.

An environmental advantage to digital printing is that it avoids film and chemicals used in the traditional offset printing process.

Since recycled paper is rougher and coarser, it doesn't always run as well digitally as virgin paper, Sussman said, stressing that the statement doesn't refer to all recycled paper.

"People assume recycled is always better for the



JONATHAN CASTNER

Doug Hardin walks along one of Signature Offset's web presses at its operations in Broomfield. Signature Offset's profits have been affected by changes in the printing habits of newspapers that include reduced page count, reduced circulation and shrinking web width.

environment," he added. "It's not always better when you take into account the cost to get the paper to the marketplace, manufacture it and the final cost of production."

"You've got to be sensible. For example, oversized paper can't use recycled effectively. If it's better, we do it. Appropriate use is key."

Specialty paper costs have gone up by 10 percent to 20 percent, he explained, referring to oversized paper for trade shows and special events.

"Printing is in the business service industry so we

see trends earlier," he added. "We entered the recession sooner than most and won't leave as soon."

"I think we've already hit bottom because there seems to be more activity lately," he said, referring to March as a turning point.

According to Lloyd Streit, chief executive and president of Signature Offset in Broomfield, "printers are embracing green but mainly embracing it in their ads."

To more clearly define Signature Offset's approach to green printing, the company created a separate Web

► See **Squeezing**, 20A

## COMMERCIAL PRINTERS

(Printers in Boulder & Broomfield counties ranked by revenues.\*)

RANK	PREV. RANK	Printer Address Phone/Fax	Revenues 2008 2007	Local employees Companywide employees	Print sales staff Local press operators	Presses: Kind (Number of each)	Specialties	Person in charge Year founded Web site
1	2	<b>JOHNSON PRINTING CO.</b> 1880 S. 57th Court Boulder, CO 80301 800-824-5505/303-998-7590	\$11,600,000 \$12,000,000	60 60	8 7	Heat-set and cold-set Web (1), five-color sheet-fed presses (2), Igen 4 (1)	Magazines, catalogs, books, directories.	Kevin Wright, Owner 1946 www.jpcolorado.com
2	3	<b>OMNI PROMOTIONAL LLC</b> 1558 Cherry St. Louisville, CO 80027 303-443-8595/303-444-8919	\$7,035,968 \$6,865,488	26 N/A	N/A N/A	WND	Large format silk-screening and digital printing.	Michael Doland, Managing Member and Dave Skiffich, General manager 1994 www.omnipromo.com
3	5	<b>COLT PRINT SERVICES INC.</b> 2525 Frontier Ave. Boulder, CO 80301 303-449-2760/303-449-2895	\$5,239,825 \$4,992,692	28 N/A	N/A N/A	4-color Heidelberg, 2-color Heidelberg, 2-color Riobi, 2-color AB Dick (2), Xerox DocuTech (4), Xerox 6060 Digital Color	Business printer and professional copy center. Short run books, variable data printing, manuals, Just-In-Time processing and business printing.	Deb Durand, General manager and Jim Colt, Owner and President 1974 www.coltrepro.com
4	4	<b>D&amp;K PRINTING</b> 2930 Pearl St. Boulder, CO 80301 303-444-1123/303-444-1139	\$5,000,000 \$6,500,000	36 0	N/A N/A	Four-color 40-inch press, five-color 40-inch press with coder, 12x18 two-color press, digital press	All printing.	Debbie Bennett, Co-owner and Gary Bennett, Co-owner and President 1964 www.dkprinting.com
5	6	<b>DENNIS PRINTING SERVICE LLC</b> 2300 Central Ave., Suite A Boulder, CO 80301 303-443-4413/303-443-7101	\$2,850,000 \$2,711,000	7 7	3 N/A	N/A	Brochures, labels, posters, manuals, publications, promotional products. Print management, offshore printing	Larry Dennis, Owner 1990 www.dennisprintingservice.com
6	NR	<b>PHOTO CRAFT IMAGING</b> 3550 Arapahoe Ave. Boulder, CO 80303 303-442-6410/303-442-9010	\$2,000,000 \$2,000,000	20 20	8 11	Xerox digital presses, large-format and grand-format printing	Design, production and installation of large format graphics. Photographic and fine art printing. Pop-up booths, tabletops, removable-rollable graphics, quick screens and pullups. Pop, murals, backlit, complex large format printing, Airport advertising, hanging banners, info boards and kiosks.	Roy McCutchen 1974 www.pcraft.com www.pciGRAF.com
7	7	<b>ESTEY PRINTING CO.</b> 2005 32nd St. Boulder, CO 80301 303-442-8514/303-442-8548	\$1,600,000 \$2,065,453	14 14	1 4	Heidelberg - 2 color (29") and letterpress, Komori-5 color with AQ (28"), Hamada - 2 color, Xerox DocuColor	One to five color offset with Aqueous up to 28"; Xerox Digital press up to 12" x 18", letterpress - foil stamping, embossing, die cutting. Contract proofs, film and canvas printing.	Bill Hayes, Owner 1954 www.esteyprinting.com
8	9	<b>RON'S PRINTING CENTER</b> 420 Main St. Longmont, CO 80501 303-772-2510/303-772-7561	\$675,000 \$750,000	10 10	0 3	AB Dick 9870, AB Dick C3500, AB Dick 9850, AB Dick 360, Canon imagePRESS	Full-service commercial printing center; digital color, wide format printing, wedding invitations, rubber stamps, labels.	Ron Cheyney, President 1978 www.ronsprinting.com
9	10	<b>HUSKY SIGNS &amp; GRAPHICS INC.</b> 7340 Valmont Road Boulder, CO 80301 303-442-8262/720-563-0099	\$420,000 \$325,000	3 N/A	N/A N/A	Seiko Solvent (1); Mimaki JV3 75 (1)	Full-color digital printing for outdoor applications. We specialize in fleet and single-vehicle wraps, signs and banners.	Mark Johnson 1989 www.huskysigns.com/lowpricebanners.com
10	11	<b>LANTAFF &amp; ASSOCIATES PRINT MANAGEMENT</b> 1615 Sicily Drive Longmont, CO 80503-4095 303-499-6353/303-499-0979	\$250,000 \$275,000	1 1	1 N/A	Full line of presses available.	Commercial offset, Web, digital short run. Print brokers that can save you money.	Bob Lantaff, Owner 1985 www.lantaffprintmgmt.com
11	12	<b>ZO PRINT ENTERPRISES</b> 4845 Pearl East Circle, Suite 101 Boulder, CO 80301 303-473-9582	\$42,000 \$53,000	1 N/A	N/A N/A	Toko 4700, A.B. Dick 360	Quick printing.	Ted Reitsma, Owner 1996 www.zoprint.com
12	14	<b>CIRCLE GRAPHICS</b> 120 9th Ave. Longmont, CO 80501-4594 303-532-2370/303-532-2384	N/A N/A	250 250	N/A 60	N/A	Billboards, vinyl products, bus displays, bulletins, posters and mini-posters.	Hank Ridless, President 2001 www.circlegraphicsonline.com
13	13	<b>LEHMAN COMMUNICATIONS CORP./DAILY TIMES-CALL</b> 350 Terry St. Longmont, CO 80501 303-776-2244/303-776-9271	N/A N/A	225 364	1 N/A	Goss Urbanite (9 units)	Full-service commercial Web offset printing.	Edward Lehman, CEO and Publisher and Dean Lehman, President 1871 www.timescall.com
14	1	<b>SIGNATURE OFFSET</b> 224 Commerce St. Broomfield, CO 80020 303-443-3800/303-443-3120	N/A \$42,100,000	70 230	7 12	42 units Goss and Tensor	Newspapers, magazines, catalogs, directories, commercial printing.	A. Lloyd Streit, CEO and President 1970 www.signatureoffset.com

► See **Commercial printers, 19A**



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# COMMERCIAL PRINTERS

(Printers in Boulder & Broomfield counties ranked by revenues.\*)

15	8	<b>EIGHT DAYS A WEEK</b> 840 Pearl St. Boulder, CO 80302 303-443-7671/303-546-9676	N/A \$1,500,000	12 12	3 N/A	Xerox Docutech Nuvera, Xerox 7000 Color Publishing System, HP 5000 and 5500, oCE oversize black and white copier, OCE 5040 digital scanner, black and white and color self-service machines.	Digital imaging, trade show displays, graphic design.	Cheryl Sussman and Sam Sussman, Owners 1976 www.8days.com
16	16	<b>MORRELL PRINTING SOLUTIONS</b> 990 S. Public Road, Unit C Lafayette, CO 80026-2346 303-665-4210/303-665-4229	N/A N/A	12 12	N/A N/A	Heidelberg (2), DocuTech (2), DocuColors (2), Neuvera (1)	Digital printing, offset printing, self-published books, copies, design, services, large format color, banners.	Jim Morrell, Manager and Janet Morrell 1975 www.morrellprinting.com
17	18	<b>CENTENNIAL PRINTING CO.</b> 1849 Cherry St., Unit 6 Louisville, CO 80027 303-665-0388/303-665-0389	N/A N/A	10 10	1 2	Four-color Heidelberg DI, four-color Ryobi, two-color Ryobi, one-color Ryobi	Design and marketing, four-color printing, direct mail services.	Ed Yeager, President 1985 www.centennialprinting.com
18	15	<b>MINUTEMAN PRESS</b> 1644 Conestoga St., Suite 4 Boulder, CO 80301 303-449-2997/303-449-2998	N/A N/A	10 10	1 2	Ryobi, AB Dick, Xerox, Canon	Offset and digital printing, variable data, mailing services, advertising specialties, mounting and lamination.	Ian Davis and Sandy Davis, Owners 1990 www.mpboulder.com
19	NR	<b>SILVER STAR PRINTING INC.</b> 2810 29th St. Boulder, CO 80301 303-442-1825/303-442-2005	N/A N/A	9 9	N/A N/A	A.B. Dick, Royal Zenith two-color, Meihle single color, Planetta two color, Komori four color	Offset printing, brochures, pocketfolders, letterhead packages.	Debbie Thornholt, Owner 1986 www.silverstarprinting.com
20	NR	<b>ROCKY MOUNTAIN BLUEPRINT &amp; SUPPLY INC.</b> 2460 30th St. Boulder, CO 80301-1232 303-440-0502	N/A N/A	8 8	N/A N/A	OCE color and black and white printer, Canon color copiers	All digital. Large format color, black and white plotting.	Dave Blaylock, Owner 1984 www.rmblue.com
21	17	<b>LONGMONT SIGNS INC.</b> 235 Golden Rod Court, Unit A Longmont, CO 80501 303-776-6258/303-776-6299	N/A N/A	8 8	N/A N/A	N/A	Wide-format ink jet printer. Sandblasted signs, real estate signs, electric signs, awnings.	Paul Kelley 1964 www.longmontsigns.com
22	21	<b>BRENTON BUSINESS PRODUCTS</b> 728 Front St. Louisville, CO 80027-1801 303-661-0301/303-661-0307	N/A N/A	5 5	N/A N/A	N/A	Business forms, envelopes, checks, ad specialties, promotional products, books, marketing materials.	Richard Carlisle, Owner and President 1983
23	20	<b>PIP PRINTING</b> 673 30th St. Boulder, CO 80303 303-449-0888/303-449-0906	N/A N/A	5 5	N/A 5	Heidelberg DI, Heidelberg 46-2, Ryobi 3302, A.B. Dick 360	Four-color printing.	Nidza H. Busse, Owner 1981 www.pip.com
24	NR	<b>ADVANCE PRINTING CO.</b> 232 Main St. Longmont, CO 80501 303-776-2836/303-678-7911	N/A N/A	4 4	N/A N/A	26-inch four-color, 25-inch single die-color	Pocket folders.	Ronald Peters, Owner 1967 www.advanceprintingusa.com; www.pocketfolders.com
25	22	<b>MINUTEMAN PRESS</b> 300 Nickel St., No. 3 Broomfield, CO 80020 303-940-1150/303-940-1343	N/A N/A	4 4	N/A N/A	Itek 985	Offset printing and copying.	Bryan Smith, Vice President of Operations 1990 www.broomfield.minutemanpress.com
26	NR	<b>SIGNAL GRAPHICS PRINTING</b> 5350 Arapahoe Ave. Boulder, CO 80303 303-440-6655/303-440-0434	N/A N/A	3 3	N/A N/A	A.B. Dick 9810 with a T-head	Sheet-fed printing copies, four-color digital.	Thom Barron, Owner 1989 www.signalgraphics.com
27	NR	<b>COLORADO IMAGING PRODUCTIONS INC.</b> 2965 17th St. Boulder, CO 80304 303-443-7880/303-443-1955	N/A N/A	2 2	N/A N/A	Large format digital high-resolution printer.	Large format printing, trade show materials, trial evidence posters and other large projects for the high-tech industry, free delivery in Boulder County.	Ken Schwartz, Owner 2001 www.coloradoimaging.com
28	23	<b>DYNAMIC DESIGNS PRINTING</b> 101 Pratt St., Suite B Longmont, CO 80501-6125 303-772-4844/303-772-5174	N/A N/A	2 2	N/A N/A	A.B. Dick 9985 (1), A.B. Dick 9850 (1), Konika 8050 (1)	Brochures, business stationery, carbonless forms, direct mail flyers, labels, newsletters, pocket folders, postcards, product data sheets.	Rich Crist, President 1992 www.ddprints.com

N/A: Not available.

\*Second ranking criteria is number of employees.

If your company should be on this list, please request a survey by e-mailing research@bcbcr.com or calling our research department at (303)440-4950.

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## SQUEEZING from 17A

site, [www.definingsustainableprinting.com](http://www.definingsustainableprinting.com). The site details recycling from the point of its newsprint paper to its aluminum printing plates and soybean oil-based inks.

Signature Offset uses a cold web-printing process — focusing on newspaper-, tabloid- and magazine-sized projects and specializing in newsprint and uncoated paper publications. The process is designed for use on printing presses that employ a long web of paper rather than individual sheets of paper.

All of the 30-pound newsprint paper the company uses is made from recycled post consumer waste. In some cases, it uses 100 percent recycled content.

“We don’t use digital process because the cost for impressions is still too expensive to be able to use on newsprint and be competitive,” Streit said.

Signature Offset’s profits have been affected by changes in the printing habits of newspapers that include reduced page count, reduced circulation and shrinking web width.

Streit says that the width of papers has gradually decreased from 14-inches across to about 11 inches — predominantly changing over the last five years.

“It hurts our profit because we still use the same resources to do jobs.”

Combining that with the decrease in newspapers nationwide has led Signature Offset to adjust its business plan like other print-related companies have.

The company moved to lean manu-

“I think we’ve already hit bottom because there seems to be more activity lately.”

### Sam Sussman

CO-OWNER,  
 EIGHT DAYS A WEEK IMAGING AND COPY CENTER

facturing, which focuses on less staffing, less waste and leaner operation, three years ago.

“That means we’re working twice as much for less,” Streit said.

Other methods include looking for more government bids and working closer with vendors for better prices.

Streit has developed a presentation to deliver at an upcoming web offset meeting called “What if this is it?”

“Everyone has this idea of holding their breath until things get better but it’s people who can thrive in this market who will make it.

“How can we really recover from something as big as the demise of the auto industry?”

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# Best Brews

**EVERY BREWING CO. BOULDER**



**Brew:** Maharaja  
**Style:** Imperial India Pale Ale  
**Alcohol content:** 10.6 percent  
**Color:** Dark amber

**Brewmeister:** Adam Avery  
**Key elements:** This brew takes four to five weeks to make using just the right combination of malts and hops. The malt variety includes two-row barley and caramel. Hops used include Columbus, Crystal, Centennial and Simcoe hops. This hop-heavy brew's recipe calls for eight pounds of hops per barrel. The high-alcohol content requires a precise fermenting process.




*Avery*

**Inspiration:** "We had made a high-hop beer, Hog Heaven, and I wanted to make an even hoppier beer. It was that simple," said brewer Adam Avery.

**BOULDER BEER CO. BOULDER**


**Brew:** Flashback Anniversary Ale  
**Style:** India Brown Ale  
**Alcohol content:** 6.8 percent  
**Color:** Brown

**Brewmeister:** David Zuckerman  
**Key elements:** Flashback is dark and roasty like a Brown Ale but highly hopped like an India Pale Ale. The prominent hop flavor and aroma is a result of adding generous amounts of Cascade hops in five separate additions during the brewing process combined with the crisp, dark-roasted flavors of Biscuit and Chocolate malts.



*Zuckerman*


**Inspiration:** When challenged with creating a special commemorative brew to celebrate its milestone 30th anniversary in 2009, Boulder Beer decided to pay tribute to the Cascade hop. Cascades were the first signature hop used in the craft-brewing industry in its pioneer days. Lead brewer Steve Trese designed the recipe using only Cascade hops in five separate additions, something Boulder Beer had never done before, but it resulted in a flavorful aromatic brew.



**LEFT HAND BREWING CO. LONGMONT**



**Brew:** Polestar Pilsner  
**Style:** Pilsner  
**Alcohol content:** 5 percent  
**Color:** Pale golden  
**Brewmeister:** Ro Guenzel  
**Key elements:** A brewery favorite and authentic version of a classic style, this brew opens with a zesty, crisp edge and finishes with a balance of spicy-sweetness.




*Guenzel*

**Inspiration:** This beer was rebuilt a few years ago from the ground up. It was inspired by Left Hand's president and founder Eric Wallace's first beers made in Germany while he was in high school and head brewer Ro Guenzel's experience brewing classical German beer styles in Germany and at Kaltenburg Castle in Vail, prior to coming to Left Hand.


**TWISTED PINE BREWING CO. BOULDER**

**Brew:** Hoppy Boy  
**Style:** India Pale Ale  
**Alcohol content:** 6 percent  
**Color:** Copper

**Brewmeister:** Bob Baile  
**Key elements:** Twisted Pine employs "first wort hopping," where hops are added to the brew kettle before the beer to give maximum hop flavor. All of Twisted Pine's brews use 100 percent natural malt and hops, and are batch brewed and hand-crafted.



*Baile*




**Inspiration:** "Hoppy Boy is a nod to Twisted Pine's founder and brewing legend Gordon Knight, who introduced its predecessor Mister Hoppy in 1998," said brewer Bob Baile.


**OSKAR BLUES GRILL & BREW LYONS/LONGMONT**

**Brew:** Gordon  
**Style:** Imperial Red Ale  
**Alcohol content:** 8.7 percent  
**Color:** Ruby red

**Brewmeister:** Dave Chichura  
**Key elements:** Gordon is a dry-hopped beer, meaning the Amarillo hops are added after the beer is fermented, allowing the alcohol from the beer to dissolve the hop oils giving the ale its distinctive aroma and tangerine flavor. Gordon really is a hybrid version of strong ale, somewhere between an Imperial Red and a Double Indian Pale Ale. It has six different malts, including a dash of chocolate malt, and three types of hops.



*Chichura*



**Inspiration:** This beer is named after local craft-brewing pioneer Gordon Knight, who was friends with many local brewers, including Oskar Blues' founder Dale Katechis. "We brew Gordon in tribute to the late Gordon Knight," said brewer Dave Chichura. Knight opened some of Colorado's first micro-breweries. He was a Vietnam vet, grade-A citizen and huge promoter of craft beer, Chichura said. He lost his life in 2002 while fighting a wildfire near Lyons.

# Caper's menu includes more than tasty Italian fare

## Kevin Metivier's bistro in Longmont keeps family in mind

BY LAURIE BUDGAR  
Business Report Correspondent

LONGMONT – Open the menu at Longmont's newest Italian restaurant, Caper's Italian Bistro & Tap, and you might wonder if owner Kevin Metivier named the place after the salty berry that's so prominent in Mediterranean cuisine, or whether it was meant to reflect his penchant for pranks and playfulness.

## STEPPING OUT

After all, who puts chicken Kiev, French onion soup and beef Wellington on an Italian bill of fare? Metivier does, without apology, amid classic Italian dishes, like ravioli and lasagna, as well as a full selection of gourmet pizzas and the not-to-be-missed homemade cannolis. It's not long before you find yourself wondering what the heck is going on.

Metivier said he wanted to "incorporate a few mainstay dishes that perhaps are all-time favorites for some of our guests" and provide versatility. Plus, "Italian, French, all of that Mediterranean food is very similar," Metivier added, noting their common focus on a handful of fresh ingredients. "With Italian, it's just a little less emphasis on the heavy cream and a little more on the tomatoes."

Though Metivier's first restaurant job was in a high-volume Mexican place, most of his background involves French cuisine. He started in the Mexican joint clearing tables at age 13. (Growing up as one of 12 children in a "typical French Catholic family," he said the family motto was, "If you don't want to wear hand-me-downs the rest of your life, get a job.") By age 15, he had moved up to line cook.

"Somewhere along the line, a chef saw me and thought I had some talent, so I started working for a French chef at 17 as his sous." At age 20, he moved to Houston to work in the area's only five-star restaurant, and within a year became general manager, overseeing a house with a \$2 million wine inventory. Before moving to Colorado, Metivier took a yearlong sabbatical to work in the vineyards of some of France's most renowned – and,



JONATHAN CASTNER

Kevin Metivier, owner and chef of Caper's Italian Bistro & Tap in Longmont, has incorporated a few mainstay dishes on the menu that go beyond conventional Italian fare.

as many a wine snob will attest, most expensive – vineyards: Chateau Krug's Clos du Mesnil and Chateau Petrus.

Metivier's next move was to Colorado with his wife and daughter. They had a little French bistro in Estes Park for a while, in the mid-'90s. "I was doing everything fresh. It went real well but as tourist towns go, the winters could be a little difficult.

"We opened up Caper's with the idea that all my background of French cuisine ... was a great experience but it was over the top. I wanted Caper's to be light – a lively, unpretentious family restaurant. And, I think, even though I'm French, the market in Colorado is more open to Italian food."

That may explain the surprises on the menu, but it doesn't explain another of Metivier's antics: He opened the restaurant two days after Christmas.

"I did it knowing we were going into January – the roughest period, in my opinion, in the restaurant business. We wanted to open when we could have a little bit of time to get our feet wet. We didn't want to open right before the holidays and get bombarded with business we weren't prepared for."

He didn't have long to dry off his feet. Even though the post-holiday lull and the recession were in full force, Caper's seemed to meet diners' needs, almost from the get-go. "We started getting busier and busier," Metivier said. "People are going out less, and they're more particular about where they're going. They know the last time they came here they had a great time, and for a great value."

With most items on the menu ranging from about \$9 to \$15, Caper's does well positioning itself as a budget-friendly destination. "I want it to be great for a Monday night out with the family but also for Saturday date night," Metivier said "I thought doing a little Italian bistro would offer a little bit for everyone."

While its ample square footage might exclude it from strict definitions of the term bistro, Metivier's concept seems to work. Caper's even has a bar – er, tap room – for those who just want to meet over a nice glass of wine.

"Even though people are cooking more at home, people still like to be entertained," Metivier said. "And you need to get out of the house every once in a while." That holds true for the office, too.

### Caper's Italian Bistro & Tap

600 S. Airport Road, Longmont  
303-776-7667  
Hours: Monday-Saturday 11 a.m.-9 p.m.  
Appetizers: \$2.25 - \$8.95  
Pizzas: \$6.50 - \$17.95  
Entrees: \$7.95 - \$16.95  
Desserts: \$4.25 - \$5.95

#### Business Lunch & Dining

With its roomy, inviting space and budget-friendly prices, Caper's offers a great atmosphere for a business lunch or a night out with the family after a long day at the office.



#### After hours



Kevin Metivier is passionate about "cherry picking" his wine list. "If you can find a nice clean wine, with a respectable finish, and it doesn't leave you hating yourself the next day – for \$6 a glass, that's a great value. I'm looking for the diamond in the rough," he said. To that end, Caper's offers a fairly extensive wine list for a family-style restaurant. Most of the wines – not just three or four – are available by the glass – and yep, they're all right around \$6, give or take a buck.

## NONPROFIT NETWORK

### BRIEFS

Nonprofit organization **36 Commuting Solutions** is distributing the U.S. 36 Commuter Guide, a comprehensive map of the travel options available along the U.S. 36 corridor. Information includes regional and local bus routes, call-n-Ride services, park-n-Ride locations, bicycling and carpool services. To request a copy contact 36 Commuting Solutions at 303-439-8517 or [audrey@36commuting.com](mailto:audrey@36commuting.com).

"Call Me Vegas Baby!" Concert and Fundraiser raised

\$4,000 on May 2 at Left Hand Brewing in Longmont for the Longmont Ending Violence Initiative, which provides residents with access to services as well as the tools to aid friends, relatives and co-workers when signs of domestic violence exist. The event was organized by local Lynsey Peterson and featured the music of Beth Miner of Austin, Texas, door prizes and a silent auction. In addition, Left Hand donated \$1 of every beer sold during the event.

### GOOD DEEDS

Allstate Insurance agents **Ryan Brooks, Ivan Gerrity** and

**Todd Antoniuk** were awarded with Agency Hands in the Community awards. With the award comes a \$500 donation from The Allstate Foundation to **Ducks Unlimited** where Brooks volunteers; a \$500 donation to **Intercambio De Comunidades**, where Gerrity volunteers; and a \$500 donation to **Boulder County RSVP Board Inc.** where Antoniuk volunteers.

The Attention Homes 4th Annual **Spring Soiree** fundraising event held April 27 at Restaurant 4580 in Boulder raised more than \$30,000 for at-risk teenagers living at

**Attention Homes** in Boulder. Attendees were treated to a three-course meal prepared by chef Travis Messervey and participated in an auction led by John Tayer of Roche Colorado. The nonprofit organization provides residential treatment, counseling and safe shelter to at-risk youth.

**Community Food Share** in Niwot received a \$50,000 grant through the Denver Post Season to Share campaign, to support food collection and distribution activities, during a reception held on April 24. The Denver Post Season to Share is a fund of the McCormick Foundation.

## FlatIrons Bank selects Reynolds as new president

BY BUSINESS REPORT STAFF

BOULDER — FlatIrons Bank has named Wendy Reynolds as its new president.

Reynolds most recently served as Vectra Bank Colorado vice president in Westminster, leading the bank's business banking team in credit analysis training, portfolio management, business development and client retention. She has 15 years of banking experience.



Reynolds

FlatIrons Bank, based in Gunbarrel, plans to open a new location—its second overall—in downtown Boulder at 1095 Canyon Blvd. later this year. The bank reported about \$79 million in assets and \$43.5 million in deposits at the end of first quarter 2009.

A graduate of the University of Col-

orado in Boulder, Reynolds has held leadership roles in numerous community organizations including Downtown Boulder Inc., Colorado Business and Professional Women, YWCA Serving Boulder County, the Access Counseling Guild and the Foothills United Way.

Reynolds has also received recognition for her community involvement including being named Volunteer of the Year by the Boulder Chamber of Commerce and Regional Young Careerist by Business and Professional Women.

"The board of directors is excited to have Wendy Reynolds join the FlatIrons team," said Mark Yost, chairman of the board. "Her experience and proven success with business and staff development will be valuable in our ongoing efforts to offer superior customer service to Boulder County."

## LOAN from 1A

of contributors and media and advertising support.

"This Microloan Fund is something the consortium agreed is needed in the community," said Pat O'Brien, regional president of Wells Fargo Bank. "Banks are more cautious right now, and we feel there are a number of good businesses who are just slightly outside our parameters who could access this capital to stabilize operations or take advantage of new opportunities to grow."

Jane S. Brautigam, Boulder's city manager, said the fund is an important new incentive funded by the city's Economic Vitality Program.

"The city is contributing to this fund

to help stabilize and grow Boulder's small-business community, which is the backbone of our economy now and for the future," Brautigam said.

According to the Boulder Economic Council, the city of Boulder has more than 6,500 employers of which approximately 75 percent have 10 or fewer employees. The fund requires that 80 percent of the dollars be loaned to businesses or nonprofits with their primary offices located in the city of Boulder.

For more information or to apply for a loan, contact Lewis Hagler of the Colorado Enterprise Fund at 303-860-0242, ext. 14 or lewis@coloradoenterprisefund.org.

## TINY from 3A

support are features that could be cumbersome, but Kevin incorporated them seamlessly. I often revert to Tiny Twitter even when I'm at my desk."

New users are also enthusiastic. Jacques Poitras, a political reporter for CBC Radio in New Brunswick, Canada, recently installed Tiny Twitter. "Sometimes I tweet breaking-news headlines while I'm between interviews at the provincial legislature," he e-mailed.

Their use of Twitter is a far cry from the "I'm getting coffee now" tweets Cawley deploras.

"If you follow the right people on Twitter, you get breaking news and fast access to interesting stuff," he said. In addition to tracking technologies and trends through Twitter, Cawley follows such notables as Lance Armstrong, Al Gore and Boulder philanthropist Amy Batchelor. Cawley has more than 26,000 Twitter followers.

The Tiny Twitter application is free, and Cawley focuses on attracting customers. "With enough users, revenue opportunities will come," he said, noting that 1,000 new users download the application each day.

Until now, he said, there hasn't been a payment mechanism for downloads. Nor has he invested in sales and market-

ing programs. "Twitter acts as a viral distribution method for the application," he added.

Apple Inc. recently chalked up a billion downloads of iPhone applications in nine months. Makers of Java-ready smart phones are launching their own online application stores. Cawley anticipates making Tiny Twitter available through those stores for a few dollars per installation.

He also expects to hire a contract developer to build a version of Tiny Twitter for the forthcoming Palm Pre.

His bootstrapped enterprise may need angel funding at some point, he said, but not yet. "It's definitely not a venture capital play," he said.

Cawley expects some Twitter applications will be "rolled up," a phenomenon he saw firsthand when he developed smartFeed, a mobile podcasting client, and smartRead, a mobile RSS reader. He sold both to Denver-based NewsGator Technologies Inc.

Cawley acknowledges that Twitter may be a fad. For now, Tiny Twitter is a nights-and-weekends project under the auspices of Standing Mobile LLC. Cawley's full-time job is vice president of development and co-founder of SocialEyes Inc., a social community relationship management platform.

## 39th Annual Longmont Strawberry Festival Antique Show



May 16-17, 2009  
Saturday 10-5 Sunday 11-4

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**PUBLISHING**  
**MAY 29, 2009**

The Boulder County Business Report initiates a discussion about the **Green Business** sector of the Boulder Valley.

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## ON THE JOB

### ADVERTISING, COMMUNICATIONS

Kimberly Mallek, a partner at Boulder-based Mighty Fudge Studios, will sit on the executive board of the AIGA, Colorado Chapter, as treasurer. The two-year term starts in June. Mallek joined the studio fulltime in January 2008 to open the design division. She specializes in brand package design, private label development and retail promotions. Her experience includes brand development for Marketside, Celestial Seasonings, Wild Oats Markets, AeroGrow International, Earth Balance and Whole Foods Markets.

Boulder-based Sterling-Rice Group has named Melissa Eccles, a film and commercial producer from Los Angeles, to be its director of integrated production. Eccles' responsibilities will include overseeing the production of all interactive and video materials while focusing on growing the department. Eccles has worked with clients such as Volkswagen, Burger King and Microsoft.

### ARCHITECTURE, CONSTRUCTION

David R. Neiger, principal at Populus Sustainable Design Consulting, has received the LEED for Homes AP Plus designation from the U.S. Green Building Council. Populus is a Boulder-based energy and sustainability consulting firm that specializes in LEED for Homes project management and training.

### BANKING, FINANCE

Summit Bank & Trust appointed Drew Sauer as cash management coordinator at its Broomfield office, 2002 E. Coalton Road. Sauer primarily will be in charge of cash management

development and operations. He has five years of experience in the banking industry. Previously, he was a business development officer at Town and Country Bank in Las Vegas, Nev. and Compass Bank in Boulder.

Key Equipment Finance in Superior has promoted Kenneth A. Turner to senior vice president of U.S. sales. Turner joined Key Equipment in 2001 as senior vice president and national business processing manager. In 2007, he became senior vice president of sales for the company's bank and middle-market segments. Key Equipment also promoted Peter K. Bullen to senior vice president and national sales manager for the direct sales group.



Turner

Bullen

DiStefano

### EDUCATION

Phil DiStefano has been named chancellor of the University of Colorado at Boulder, replacing G.P. "Bud" Peterson who became president of the Georgia Institute of Technology.

### ENGINEERING

Lafayette-based Brown Civil Engineering's civil engineer Xylina Warren-Laird and senior civil designer Rafael Castro received certifications from the Colorado Department of Transportation and Keep it Clean Partnership for erosion control supervisor training. Warren-Laird also received a certificate for best management practices for construction in waterways, and Castro also received a certificate for urban flood control channel design and open channel hydraulic analysis.

### HEALTH CARE

Senior-living company Golden West in Boulder has named Cari Kimball development coordinator for its foundation. Kimball will help to raise money to support and advance foundation work to provide high-quality housing and services to Golden West's lower income residents.

### LAW

University of Colorado at Boulder associate professor of law Nestor Davidson, has accepted an appointment as principal deputy general counsel at the U.S. Department of Housing and Urban Development, which works with communities across the country to promote homeownership, affordable rental housing, community development and fair housing.

### NONPROFIT

Jackie Wong of Boulder has been appointed to United Jewish Communities' National Women's Philanthropy Board. Wong has been a longtime federation volunteer and community leader. She has served as Boulder campaign chairwoman as well as a chairwoman of the federation's 2008 Israel @ 60

Mission to Israel.

### REAL ESTATE

Broker associate Zachary Epps has joined the team at RE/MAX Alliance Boulder, 4770 Baseline Road. Epps is a 30-year resident of the area and has almost a decade of real estate industry experience.



Wong

Epps

### TRANSPORTATION

Cal Marsella, general manager and chief executive officer of the Regional Transportation, will resign from the post July 31 after 14 years at the helm. Marsella is leaving RTD to take a "high-level position with a private sector firm." The RTD board of directors will establish a comprehensive search process in the next several weeks to replace Marsella.

Deadline to submit items for On the Job is three weeks prior to publication of each biweekly issue. Mail to Editor, Boulder County Business Report, 3180 Sterling Circle, Suite 201, Boulder, CO 80301; fax to 303-440-8954; or e-mail to news@bcbcr.com with On the Job in the subject line. Photos submitted will not be returned.

## business report LIST

## EXECUTIVE SUITES

(Suites in Boulder & Broomfield counties ranked by total size of facility.)

RANK	PREV. RANK	Suite Name Address Phone/Fax	Size of facility in sq. ft. No. of offices for lease No. of windowed offices Rates per month	Services/amenities OK to change offices during lease?	Vacancy rate last year Floor offices are on No. of local offices No. of offices elsewhere	Contact name & phone	Headquarters Year established Building built Web site
1	1	THE REGUS GROUP DBA HQ GLOBAL WORKPLACES 11001 W. 120th Ave., Suite 400 Broomfield, CO 80021 303-410-4200/303-410-4299	76,000 50 N/A \$250 or more	Fully furnished and equipped offices and meeting rooms, professional staff, worldwide Regus network access, video conferencing facilities, high-speed Internet and free, unlimited parking. N/A	N/A N/A N/A	N/A	Dallas 1999 1999 www.regus.com
2	5	WEST END PLAZA 1035 Pearl St. Boulder, CO 80302 303-625-1007/303-625-1030	50,000 92 45 \$400 to \$1500.00	Reception, two conference rooms, VoIP phones, two T1 lines, answering service, parking, full-size gym with shower, full kitchen/cafe, views of Flatirons. Yes	3% 2nd 3rd 4th N/A	Melinda Abplanalp 303-960-7578	Boulder 2004 1999 www.westend-plaza.com
3	3	THE HISTORIC HIGHLAND BUILDING 885 Arapahoe Ave. Boulder, CO 80302 303-447-2641/303-447-1392	23,000 20 20 \$1,200 to \$2,000	Reception, conference room, full kitchen, onsite parking, fax, copier, Internet, phones, voice mail, cleaning and flower program. Yes	15% All N/A	N/A	Boulder 1978 1891 www.historichighland.com
4	NR	BROADWAY SUITES 1942 Broadway, Suite 314 Boulder, CO 80302 303-938-6800/303-938-6850	22,031 54 N/A N/A	Dial tone, long distance, voice mail, T1, reception, Microsoft Exchange server, Web site/e-mail/domain name/server hosting, 800 numbers, parking, showers, kitchen, conference rooms, private fiber-optic network, janitorial. N/A	N/A N/A N/A	N/A	Boulder 1987 1987 N/A
5	4	OFFICE EVOLUTION 357 S. McCaslin Blvd., Suite 200 Louisville, CO 80027 303-417-6300/303-376-6108	20,373 66 43 N/A	Private offices, virtual offices, live-answer receptionists, conference rooms. Yes	N/A 2 5 10	Mark Hemmeter 303-417-6363	Boulder 2003 N/A www.officeevolution.com
6	NR	CORPORATE OFFICE CENTERS 370 Interlocken Blvd., 4th floor Broomfield, CO 80021 303-327-1400/303-327-1499	20,000 71 34 \$500 and up	Permanent, temporary, and virtual offices—furnished or unfurnished, high-speed Internet, meeting rooms, administrative support, receptionists, appointment setting. Yes	70% 1 1 N/A	Christy Silva, 303-327-1400	Arlington, Texas 1998 1999 www.corporateofficecenters.com
6	5	THE REGISTRY 113 Spruce St. Boulder, CO 80302 303-381-2508/303-381-2501	20,000 32 32 \$200 to \$2,100 NNN	Full-time professionally staffed reception area, two conference rooms, two T1 lines, ShoreTel phone system, copier, fax, mail services, full kitchen including fresh-brewed coffee, workout room, showers, rooftop deck, parking passes, 24-hour access, on-site property management, virtual offices available. Yes	N/A 1-5 N/A N/A	Helix Property Management Barbara Guthrie, 303-381-2508	Boulder 1998 1984 www.boulderregistry.com
8	7	OFFICE EVOLUTION 4730 Walnut St., Suite 108 Boulder, CO 80301 303-417-6300/303-376-6108	15,783 46 38 N/A	Private offices, virtual offices, live-answer receptionists, conference room. Yes	N/A 1, 2 5 N/A	Mark Hemmeter, 303-417-6363	Boulder 2003 N/A www.officeevolution.com
9	8	1526 SPRUCE PARTNERSHIP 1526 Spruce St. Boulder, CO 80302 303-928-2345/303-442-0815	11,000 16 16 \$650 to \$4,200	Near Pearl Street Mall, multi-office suites to individual executive suites, personalized reception services. Yes	3% 3 1 N/A	David A. Beal, 303-928-2345	Boulder 1986 1986 www.1526spruce.com
10	9	INTELLIGENT OFFICE 4450 Arapahoe Ave., Suite 100 Boulder, CO 80303 303-447-9000/303-415-2500	8,000 22 21 \$400-\$1600	Virtual offices, intelligent assistants and executive suites. Yes	5% 1st & 2nd 1 49	Jake Nordquist 303-447-9000	Boulder 1995 1995 www.intelligentoffice.com
11	10	EXECUTIVE STUDIOS 1715 Ironhorse Drive, Suite 210 Longmont, CO 80501 720-864-2864/720-864-2867	5,600 17 6 413	Furnished offices, natural light, guest lobby, high-tech conference rooms, 24-hour access and more. Yes	90% 2nd 1 650	Jessica Rodriguez 720-864-2864	Longmont 2008 2000 www.execstudios.com
12	11	OFFICE EVOLUTION 2101 Ken Pratt Blvd., Suite 200 Longmont, CO 80501 303-417-6300/303-376-6108	4,308 12 9 N/A	Private offices, virtual offices, live-answer receptionists, conference rooms. Yes	N/A 2 5 N/A	Mark Hemmeter, 303-417-6363	Boulder 2003 N/A www.officeevolution.com
13	12	OFFICE EVOLUTION 4845 Pearl East Circle, Suite 101 Boulder, CO 80301 303-417-6300/303-376-6108	3,052 Virtual N/A N/A	Virtual offices, live-answer receptionists, conference rooms. N/A	N/A N/A 5 10	Mark Hemmeter 303-417-6363	Boulder 2003 N/A www.officeevolution.com

N/A: not available.

If your company should be on this list, please request a survey by e-mailing research@bcbcr.com or calling our research department at 303-440-4950.

SOURCE: BUSINESS REPORT SURVEY  
RESEARCHED BY Beth Edwards

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**Top-Selling Boulder County Single-Builder Subdivisions  
Year-to-date March 2009**

Subdivision	Builder	City	Average Price	Recorded Closings
1. Landmark Lofts	Chanin Development	Boulder	\$221,200	15
2. Canyon Creek 6	Richmond American Homes	Erie	\$327,900	6
3. Northfield Commons Condos	Markel/Coast to Coast	Boulder	\$163,100	6
4. The Walnut	MCV Walnut Investments	Boulder	\$1,152,200	4
5. Dakota Ridge Village	Markel Homes	Boulder	\$617,300	3
6. Fox Meadow 1,3,4	Engle Homes	Longmont	\$258,000	3
7. Centennial Pavilion Lofts	Neenan & Co.	Louisville	\$263,400	3
8. Ridge at Superior Townhomes	Rockview Homes	Superior	\$435,000	2
9. 15 Pearl Condos	Coburn Development	Boulder	\$600,000	2
10. The Peloton	Cityview Peloton 390 LP	Boulder	\$399,700	2

Source: Home Builders Research

**Foreclosures in Boulder County**

(March 28 – April 30, 2009)

City	Foreclosures Filed	Deeds Issued
Allenspark	0	1
Broomfield	40	8
Boulder	28	6
Eldorado Springs	0	0
Erie	6	1
Golden	2	0
Jamestown	0	0
Lafayette	14	4
Longmont	66	20
Louisville	6	0
Lyons	3	0
Nederland	1	1
Niwot	1	0
Superior	3	0
Ward	2	0
<b>TOTAL</b>	<b>172</b>	<b>41</b>
Year-to-date 2009	524	159

Source: Boulder and Broomfield counties Public Trustee

**Top 10 Boulder County Builders  
Year-To-Date March 2009**

Builder	Home Sales	County Market Share
1. Chanin Development	15	19.2%
2. Markel Homes	14	17.9%
3. Engle Homes	7	9%
4. Markel/Coast to Coast	6	7.7%
5. Richmond American Homes	6	7.7%
6. MCV Walnut Investments	4	5.1%
7. Coburn Development	3	3.8%
8. Neenan & Co.	3	3.8%
9. Cityview Peloton	2	2.6%
10. Rockview Homes	2	2.6%
Remaining homebuilders	18	20.6%
<b>Total</b>	<b>80</b>	<b>100%</b>

Source: Home Builders Research

**Highest-Priced Home Sales in Boulder County  
March 2009**

Sale Price	Buyer, Address
\$2,000,000	Howard Tana Schultz Revocable Trust, 3645 Plateau Road, Longmont.
\$1,800,000	Christopher A. and Annette M. Nusser, 6900 Saint Vrain Road, Longmont.
\$1,751,000	Patty J. Petry, 1655 Walnut St., Suite 303, Boulder.
\$1,611,000	Robert Francis Reilly, 3000 Washington St., Boulder.
\$1,400,000	Michelle D. Keller, 1040 Rosehill Drive, Boulder.
\$1,308,100	Althea and Elihu H. Pearlman, 1655 Walnut St., Suite 201, Boulder.
\$1,095,000	Flatirons Investment LLC, 920 Grant Place, Boulder.
\$950,000	Leslie Lea, 801 Euclid Ave., Boulder.
\$941,500	Samuel Cardonsky, 1599 Birchwood Court, Lafayette.
\$916,500	Michael W. and Tracy F. Leonard, 2244 Goss Circle Unit E, Boulder.

Source: SKLD Information Services LLC - 303-695-3850

# Boulder Valley commercial real estate sales slow

**L**ocal commercial real estate sales slowed significantly during the first quarter of 2009.

The sale slowdown was evident as I turned in the top commercial sales list for our quarterly real estate section this issue. (See 15A).

“Only the top 10?” my editor Doug Storum questioned. “Don’t we usually have the top 20?”

That’s usually the case – in three months time the Boulder Valley has consistently produced at least 20 commercial real estate sales of more than \$1 million. But this time around, only nine of the top commercial real estate sales in Boulder and Broomfield counties topped \$1 million. I squeezed one more in at \$950,000 to round out the top 10.

Commercial sales below \$1 million are harder to research as they tend to get mixed amongst the many residential sales, which in Boulder can frequently be in the \$500,000 to \$1 million range.

My editor wanted at least 15 commercial entries, so he finished up the list to there. No. 15 came in at \$545,000. Beyond that, it’s difficult to imagine many more commercial real estate sale deals, unless it’s a small office condo.

Needless to say, the Boulder Valley is

seeing a dry spell in commercial real estate sales. The culprits are the slowing economy and a lack of demand, but sources say the biggest roadblock are the banks and lenders – many are unwilling to lend.

You’ll read in my banking column, the banker’s point of view on the situation. But simply put, banks are being cautious these days, especially with upcoming federal regulations and stress tests.



**REAL ESTATE**  
*David Clucas*

Other lenders are waiting on the sidelines with their money. They foresee troubles ahead for the commercial real estate market, and they aren’t buying until they see deep discounts. The biggest concern is a large amount of commercial-backed securities made from 2005 to 2008, which many are due for refinancing between 2010 and 2013. If the economy doesn’t improve by then, lower rents, steeper underwriting standards and less lending capital will make it more difficult to refinance.

Much like the homeowner who can’t

**THE AREA EVENTUALLY WILL RECOVER, but it may take a decade longer and someone with the capital to hold on to see a nice profit. In the meantime, these next five years will reveal the smart investors with money to buy the discounts, and the not-so-lucky investors who got in over their heads.**

refinance or sell the home to cover the loan, commercial real estate owners will be caught in foreclosure if they don’t have the extra capital to hold on.

In the Boulder Valley, the problem won’t be as severe as in some parts of the nation. The tech bust in the early 2000s combined with recent high building costs kept spec construction low. But there will be some fire sales – there already have been a few – particularly out in the eastern portions of Boulder and Broomfield counties where growth was fueled by a now underperforming Northwest Parkway.

The area eventually will recover, but it may take a decade longer and someone with the capital to hold on to see a nice profit. In the meantime, these next five years will reveal the smart investors with money to buy the discounts, and the not-so-lucky investors who got in over

their heads.

**BOULDER**

**BOULDER LEASES:** Data Network Group Inc., an information technology firm, signed a lease for 4,218 square feet of space at 5777 Central Ave. to expand its business. Chris Boston and Stacey Hutton with Gibbons-White Inc. and Mark Casey with Casey Partners helped broker the deal.

- Waterstone Environmental Hydrology and Engineering signed a lease for 3,162 square feet at 1750 14th St. The Boulder-based company is moving from 1050 Walnut St. Scot Smith, Wade Arnold and Terry Kruegal with The Colorado Group helped broker the deal.

- Phil’s Fresh Foods LLC, a Boulder-based fresh-food company, signed a lease

➤ See **Real Estate, 27A**

**GRAND EVENT** *aloft Hotel opens in Broomfield*



DAVID CLUCAS

Developers, staff and about 200 guests opened the new aloft Hotel at the new mixed-use Arista neighborhood in Broomfield on April 30. The modernly designed hotel, part of the Starwood brand, features 138 rooms with 9-foot ceilings, a bar, pool, meeting space, and a fitness center. Kevin Taylor Steakhouse will open in the hotel on Sept. 1.

**REAL ESTATE** from 26A

for 2,452 square feet of office space at 100 W. Arapahoe Ave., Suite 12. Chris Boston with Gibbons-White Inc. and Scott Leakas with Acquire helped broker the deal.

- Bar Method of Boulder, an exercise and fitness class business, signed a lease for 2,240 square feet of retail space at

2425 Canyon Blvd., Suite M. Lydna Gibbons, Annie Lund, and Angela Topel with Gibbons-White and Eric Rutherford with Wright Kingdom helped broker the deal.

- WSP Environment & Energy LLC, a Virginia-based alternative energy consulting firm, signed a lease for 1,200

square feet of office location at 507 Canyon Blvd. Chris Boston and Michael-Ryan McCarty with Gibbons-White Inc. and Kirk Vanino with Cushman & Wakefield helped broker the deal.

- Backflip Studios Inc., a new Boulder-based iPhone application company, signed a lease for 1,106 square feet of

office space at 3000 Pearl St., Suite 202. Michael-Ryan McCarty and Dan Ferrick with Gibbons-White Inc. and Barbara Rosenthal with Irwin & Hendrick helped broker the deal.

Contact David Clucas at 303-440-4950 or [dclucas@bcbcr.com](mailto:dclucas@bcbcr.com).



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4840 Pearl East Cir. #300W	6,585	\$14.00
4840 Pearl East Cir. #300E	6,585	\$14.00
4999 Pearl East Cir. #103	5,724	\$14.00
4999 Pearl East Cir. #100	3,269	\$14.00
4999 Pearl East Cir. #201	3,038	\$14.00
4940 Pearl East Cir. #202	4,254	\$14.00
4875 Pearl East Cir. #210	3,715	\$14.00
4909 Pearl East Cir. #104	1,967	\$14.00
4909 Pearl East Cir. #300	9,953	\$14.00

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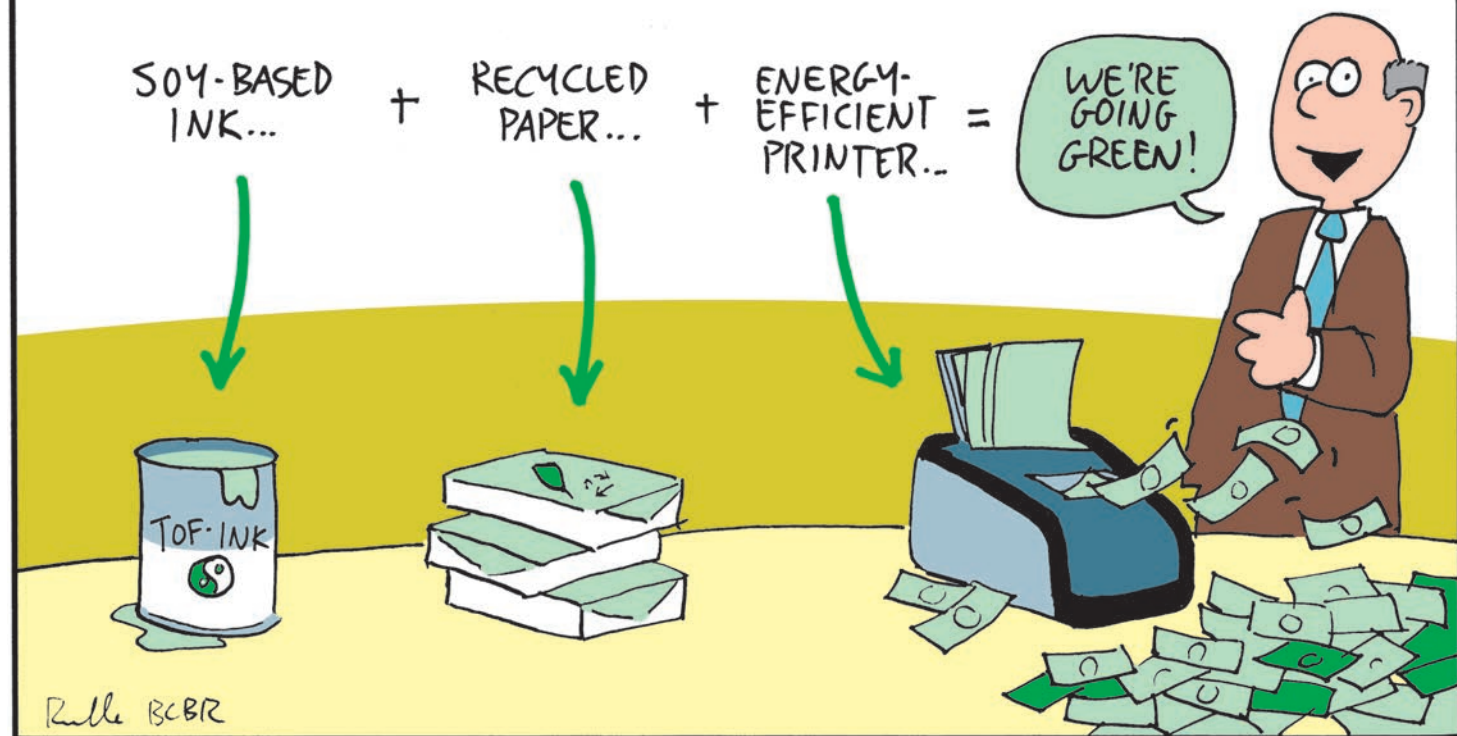
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**HOW BOULDER VALLEY BANKS  
CAN GENERATE SOME QUICK CAPITAL...**



**Tweet this: 'Mercury 100' event meets Twitter  
Business Report to count down fastest-growing firms online**

Let me see if I can get this column into 140 characters — uh-oh, only about 100 left ... wait a minute ... this isn't Twitter, is it?

The Boulder County Business Report is involved in so many different media that sometimes I get confused about which is which, and whether I have 700 words or just a couple of lines.

There's the print edition, of course, plus the Web site. We send out daily business-news e-mails, we're on radio, and we're fully immersed in social-networking sites, including LinkedIn, Facebook and, yes, Twitter.

On our Twitter page, [www.twitter.com/bcbr](http://www.twitter.com/bcbr), you can follow our daily business headlines, all within the 140-character limit. You can even get them sent directly to your cell phone.

But the Business Report soon will experiment with Twitter in a way that we have not done before. (And, frankly, I haven't heard of anyone else doing it, either.)

We're integrating our Twitter feed with one of our events, the Mercury 100 Fastest-Growing Private Companies. The reception event will take place from 5:30 to 7:30 p.m., May 28, at One Boulder Plaza in downtown Boulder. Attendees, and followers of our Twitter feed, will be able to count down the fastest-growing private companies,

announced then and there for the very first time.

The Mercury 100 ranks companies by revenue growth from 2006 to 2008. Companies must be private and locally owned to be considered. Additionally, companies must be based in Boulder or Broomfield counties. Information was compiled from a Business Report survey.

Research Director Beth Edwards compiles survey results into two categories: those less than \$2 million and those more than \$2 million. At the Mercury 100 reception itself, we honor specifically the top five companies in each category.

Now, with Twitter, attendees and viewers can watch in real time as the countdown commences.

Here's what it might look like on our Twitter feed:

Mercury 100 (Revenues less than \$2 mil.) No. 50: XYZ Corp., Longmont, 23.5%.

This Twitter addition offers a fun twist to what is probably my favorite Business Report event. Mercury 100 is a wonderful chance for C-level executives to meet and network with the top management and leaders of some of the most-successful companies in the Boulder Valley.

Some of these companies have experienced phenomenal growth over the past two years. And to have done so in a year such as 2008 — when the economy went into a tailspin in the fall — is truly remarkable.

We believe that adding a Twitter feed to Mercury will allow us to touch our readers in a new and exciting way. Plus,



Date: May 28  
Time: 5:30 to 7:30 p.m.  
Location: One Boulder Plaza, 1800  
Broadway, Boulder  
Deadline to register: May 22  
Cost: \$39  
Web: [www.bcbr.com/mercury100](http://www.bcbr.com/mercury100)  
Information: 303-440-4950

it gives additional exposure to the entire 100 companies, not just the top 10.

This year's venue is also something different. BCBR has never conducted a Mercury 100 event outdoors, and, weather permitting, we won't even need the tent that's on standby. (The Mercury 100 reception will be on the eastern side of One Boulder Plaza, on what in the winter is an ice rink.)

Sponsors of Mercury 100 include Ehrhardt Keefe Steiner & Hottman PC, Colt Print Services Inc., CBIZ MHM LLC, The Community Foundation, Vectra Bank, the W.W. Reynolds Cos., BK Media and Boulder Beer Co. Event and in-kind sponsors include SHiFT, Photo Craft Imaging, D&K Printing, Daylight Productions, A Spice of Life and The Rib House.

Register at [www.bcbr.com/mercury100](http://www.bcbr.com/mercury100).

Christopher Wood can be reached at 303-440-4950 or via e-mail at [cwood@bcbr.com](mailto:cwood@bcbr.com).

## BUSINESS DIGEST

### OPENINGS

Judith Hayes has opened **Memories are Forever**, a wedding consulting business, at 1444 Sumac St. in Longmont. Phone is 720-878-8136.

### NAME CHANGES

**ArtWalk Longmont Inc.** has changed its name to **ArtLink Longmont** to distinguish its art and cultural event from the many ArtWalk gallery hops held around the country. ArtLink Longmont is a local arts education and appreciation organization whose mission is to integrate life and art by introducing the arts to the general public in a festival atmosphere.

### BRIEFS

The **Boulder Innovation Center** in Boulder has added Boulder-based **Bozzo Food Group Inc.** and **Tees For Change**, and Broomfield-based **Imagine Beverages LLC** to its Natural & Organic Business Program.

Incisive Media, the publisher of Fortune magazine, has named international law firm **Holme Roberts & Owen LLP** a Go-To Law Firm for the nation's leading Fortune 500 companies. The law firm has an office in Boulder.

The **Foundry Group**, a Boulder-based venture capital firm, has participated in a \$6.75 million round of funding for Seattle-based Gist Inc., a developer of tools that link e-mail with the Web. The Foundry Group, led by Brad Feld, managing director, teamed with founding investor Vulcan Capital, the private investment group of Vulcan Inc., the project and investment management company founded by Microsoft co-founder Paul G. Allen to manage his personal and professional endeavors.

### CONTRACTS

**Level 3 Communications Inc.** in Broomfield has established a reseller agreement with IPTimize Inc. to expand its network service to local cable operators. IPTimize will access the Level 3 network at transmission sites along the 42,000 miles that span North America.

Boulder-based **Parascript LLC** has partnered with Engineering Innovation Inc. of Lafayette, Ind. to deliver Parascript optical character recognition software to Lake Michigan Mailers in Kalamazoo, Mich.

Newegg.com Inc. is now offering software and appliances from Longmont-based **Rebit Inc.** The company offers single- and multi-PC backup software.

Boulder-based **Filtrbox Inc.** has partnered with NewsGator Technologies Inc. to provide users with a more-enhanced news feed. Filtrbox, which filters news from traditional and social media Web sites based on a user's

desire, will tap into some of the feeds NewsGator uses. Denver-based NewsGator collects about 9 million new articles from about 4.6 million feeds every day.

**Flatiron Construction Corp.** in Longmont has been awarded \$134 million in contracts for highway and bridge construction across the United States. Flatiron secured an \$80 million design-build contract from the Utah Department of Transportation project to widen and upgrade six miles of state Route 92 approximately 45 minutes south of Salt Lake City in north Utah County. It also garnered a \$28 million contract to construct a new segment of state Route 52 in Santee, Calif., approximately 20 miles northeast of San Diego.

**Pivot Communication**, a public relations and marketing firm in Boulder, was selected as agency of record for Castle Country Assisted Living, a nonprofit organization based in Castle Rock and Parker. Castle Country operates three assisted living communities — the Cantril House, Valley House and Victorian House.

**interSector Partners L3C** in Longmont has been hired to provide training for the Boulder History Museum board of directors and research and application services for American Reinvestment and Recovery Act funding for Longmont-based restorative justice program Teaching Peace.

**Anark Corp.**, a Boulder-based provider of automated 3-D CAD transformation and visualization solutions, announced that it has been accepted as an Adobe Systems Incorporated Solution Partner. Adobe's Solution Partner Program is designed for companies that provide solution-based sales, system integration, services, or extended products based on Adobe technology. Anark now provides product development and design collaboration solutions that harness the powerful capabilities of Adobe LiveCycle and Adobe Acrobat software.

**Sporian Microsystems** in Lafayette has been awarded a contract from the U.S. Army to develop a chemical/biological sensor for use in remote-monitoring applications. Terms of the contract were not disclosed. The system should be easily adapted to sense a wide variety of chemical or biological targets, but the first targets for the Army are airborne biological threat agents such as bacillus anthracis, commonly called anthrax.

*Deadline to submit items for Business Digest is three weeks prior to publication of each biweekly issue. Mail to Editor, Boulder County Business Report, 3180 Sterling Circle, Suite 201, Boulder, CO 80301-2338; fax to 303-440-8954; or e-mail to news@bcbr.com with Business Digest in the subject line. Photos submitted will not be returned.*

## ECONOMIC from 5A

William Shutkin kicked off the summit with keynote speeches.

Wobbekind said he was beginning to feel a little optimistic about the economy. Elliman, the state's director of economic development, said Boulder will lead the state out of the recession. And William Shutkin, a college professor at CU, challenged people to put on their thinking caps when it comes to planning sustainable communities.

Wobbekind, director of CU's Business Research Division, told the breakfast crowd that he doesn't expect to see job growth until 2010, but, "We've been looking for the bleeding to slow down, and we've now reached the point of slower job losses."

He also pointed to a slight uptick in consumer confidence as a positive sign, and there are indications that the housing market is bottoming out. Wobbekind said the speed and success of an economic recovery hinge on the banking system, warning that it still is not in great shape.

He also said stimulus money is good for Colorado, but accumulated debt is the cloud on the horizon for the next five to 10 years.

Elliman, director of the Colorado Office of Economic Development and International Trade, said when jobs reappear they will be new jobs consisting of new tasks requiring new skills. He said funding for higher education is the state's No. 1 priority and close behind is the need to invest in the state's transporta-

tion infrastructure. "Those are the two things that companies look at when they consider relocation," he said.

He said the state's focus must shift to competitive grant money. "There are plenty of opportunities, and Boulder and Colorado are well-positioned to get a share of it."

"We need to pursue grants for education, health information technology, broadband and energy," Elliman said.

He said there are about 140 funding streams available for private companies, universities and states, but they will come with strings attached: requiring complex reporting and measurable results.

Elliman believes Boulder is in a great position to buck past trends. "Contrary to history that Boulder is the last to feel a recession and the last to recover, Boulder, I'm convinced, will lead the state out of the recession this time," he said. "CU is a critical engine for that, and the area has a strong high-tech work force."

Shutkin, a professor at the Leeds School of Business at CU, challenged the audience to begin thinking about what the Boulder community could look like with a larger population in 2050 in terms of the land, the economy, its people and land use.

"We are going to need to ratchet down carbon emissions and look closely at the issue of density," he said. Shutkin suggested looking at how Tijuana, Mexico, has been developed as a possible model. "There model has the wealthiest living right next door to the poorest," he said.

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**CHARTER** from 1A

sister companies, Rudi's product line includes a variety of breads, rolls, English muffins, bagels, wraps and tortillas, all of which are made of organic, all-natural ingredients, with no high fructose corn syrup and no preservatives.

In February, Charter Baking named longtime Boulder resident Jane Miller as its new chief executive. A former independent consultant with the company, Miller came to Charter Baking with a 25-year background in consumer-product management, working with companies such as Heinz, Frito Lay, Best Foods and Wonderbread parent company Interstate Brands, which she recently diverted from filing for bankruptcy.

As far as changes are concerned, Charter Baking's first priority, Miller said, will be expansion. For the coming year, Miller has outlined growth plans for Charter Baking, which include expansion into major retail markets by targeting mainstream retailers.

"In the Boulder market, we're everywhere, but in the rest of the country we're primarily in places like Whole Foods," she said. "We want to get into the Krogers and the Safeways — all the big regional players.

"We've already done a great job, but we're looking now at some opportunities to think outside the box," she added. "We plan to have a much stronger emphasis on research and development, and we want to focus on new product lines. We'd like to explore the whole gluten-free market."

Miller said the company plans to

expand its current product lines, adding to the different varieties of artisan breads and rolls already being marketed.

Another growth area that promises great potential, Miller added, is the company's expansion into the food-service arena. In the future, plans are to have the Rudi's brand distributed to cafeterias in hospitals, universities and other food-service venues throughout the country.

Charter Baking has its corporate headquarters in Boulder. Nationwide, the company has 300 employees — of which 100 are in the Boulder location — as well as 60 independent distributors.

According to Miller, revenues for the past year exceeded \$80 million. Since its inception, Charter has seen an approximate 30 percent growth rate annually, with the Rudi's brand at a 40 percent clip. But with the new expansion plans, Miller said that the company is on track to double its current revenues within the next five years.

Charter Baking products are currently being sold in approximately 7,000 retail venues nationwide. While the Rudi's brand of baked goods is nationally distributed to all 50 states, the three other companies are distributed only throughout the upper east coast. At present, Miller said that this distribution strategy will continue as before.

"Rudi's Organic is our largest business, and the one that has the most growth potential for nationwide marketing," she said.

All of the Rudi's brand baked goods are made onsite at a 63,000-square-foot plant

**Charter Baking Company**

3300 Walnut St., Unit C,  
Boulder, CO 80301  
303-447-0495  
www.charterbaking.com  
Jane Miller, CEO

**Employees:** 300

**Primary service:** Manufacture and distribution of baked goods

**Founded:** 2005

in Boulder, where employees work 10-hour shifts, four days a week. While the East Coast brands are baked and sent out immediately through independent regional operators, Rudi's products are produced by a "freeze-thaw" process, where they are baked and then frozen immediately and sent out across the country.

According to Miller, current revenue and distribution numbers have proven Rudi's to be the No. 1 certified organic-bread brand in the nation. And while Miller plans to continue growing the product line and distribution, she is gratified to be stepping into the top position at an already successful national company — which just happens to also be Boulder-based.

"Given the market, we're making sure we can keep our business strong and growing in today's economy," she said. "We're lucky, because we have a loyal consumer base.

"And I have to admit, this is my dream job," she added. "I couldn't be in a more exciting place — working in the organic-food industry in Boulder."

**Workshop will focus on social media sites' free marketing tools**

BOULDER—The Boulder Chamber and GroundFloor Media of Denver will host Social Media & PR in the Digital Age, a workshop for businesses that want to use social media and its free marketing tools.

The workshop, presented by Premier Members Federal Credit Union, will be from 7:30 a.m. to noon on Friday, May 22, at the St Julien Hotel & Spa, 900 Walnut St. in Boulder.

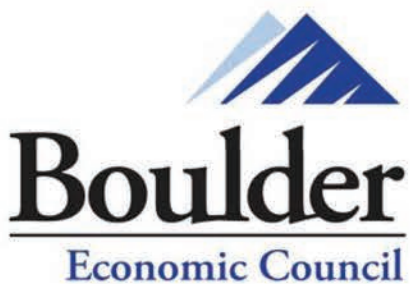
Social media mediums such as Twitter, LinkedIn, Facebook, YouTube, Flickr, blogging, and digital press releases are the focus of the event educating businesses on social media and how to use these free marketing tools.

This interactive workshop will include breakout groups of 10 based on experience level with one expert per table.

Social Media & PR in the Digital Age's panelists and hosts include Internet expert Andrew Hyde, Techstars; Laura Love, GroundFloor Media; Deb Robison, Mile High Social Media Club; Troy Lerner, The Booyah Agency; Tiffany Childs, Yelp; Doug Thielen, Qdoba Mexican Grill; Holly Hamann, The-BlogFrog; and Amber Johnson, Mile High Mamas.

A continental breakfast will be served. Cost is \$79. Contact Erin Work-Chou at 303-938-2079 or go online at boulderchamber.com for more information.

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# UPCOMING BUSINESS REPORT events

Thursday May 28, 2009



**YOU'RE INVITED TO AN EXCLUSIVE  
RECEPTION HONORING THE MERCURY  
100 FASTEST-GROWING PRIVATE  
COMPANIES IN THE BOULDER VALLEY!**

**5:30 - 7:30 p.m.**

**One Boulder Plaza, 1800 Broadway, Boulder  
\$39/person**

Business leaders and a friends of the Boulder County Business Report are invited to meet and network with the top management and key leaders of some of the most successful businesses in the region. The Mercury 100 list will be published in the May 29 issue of the Boulder County Business Report.

Pleas join us for cocktails and appetizers at One Boulder Plaza, and help us recognize the area's fastest-growing companies!

Register online at [www.BCBR.com/Mercury100](http://www.BCBR.com/Mercury100) or call 303-440-4950. Please register by Friday, May 22. Space is limited.

Thursday June 4, 2009



### Keynote Speaker

Auden Schendler, executive director of sustainability for Aspen Skiing Co., discuss "Getting Green Done." Schendler is author of "Getting Green Done: Hard Truths and Real Solutions from the Front Lines of the Sustainability Revolution."



The Green Summit luncheon will feature a panel titled "Green Inc." The session will address the clean-energy companies that have been expanding to the Boulder Valley and surrounding counties, including what sort of jobs these companies creating, what the future holds in terms of their suppliers and how the Boulder Valley is working to fill these jobs.

**Registration begins at 7:30 a.m.,**

**Millennium Harvest House Hotel**

**\$49/person**

**The Green Summit will include panel discussions throughout the morning and early afternoon. These sessions include:**

- People, Planet, Profit — How companies in the Boulder Valley and beyond have embraced the triple bottom line, helping the environment while producing sound profits.
- Greenovation — New green technologies continue to emerge from Boulder Valley companies, the university and federal labs. Our expert panel will highlight some of the latest initiatives, and what's being done to get them to market.
- Green Real Estate — From developers to landlords, brokers to tenants, the drive for green buildings is transforming the way properties are constructed and retrofitted. What do landlords and tenants need to know about how green renovations are financed?
- Transportation — Green alternatives to moving people and products.
- The Stimulus Advantage — Federal dollars aimed at reviving the economy, along with a host of state and local incentives, are driving a new wave of energy-related spending. Our panel will take a look at the federal, state and local programs that should help answer the question, "Can you afford to be green?"
- Cap & Trade — Debate is fierce over proposals for a pollution trading system. We'll look at what system might be coming from the federal government.
- Eco-Heroes Awards — Honoring those who make a difference in building a sustainable economy. About 20 business exhibits will be on display as part of the Green Summit. A variety of industries will be represented.

Registration includes breakfast and lunch. Deadline for registration is June 1. Go to [www.bcbcr.com](http://www.bcbcr.com) and click "events" to register.

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