

BOULDER COUNTY BUSINESS REPORT

\$1



MERCURY 100
Meet the Boulder Valley's
fastest-growing companies
Section B

Serving Boulder and Broomfield Counties
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Stress builds for Boulder Valley banks

BY DAVID CLUCAS
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It was another tough quarter for local banks, which continued to feel the effects of national recession.

The first quarter figures for the Boulder Valley's seven locally based banks from the Federal Deposit Insurance Corp. showed overall assets down, delinquencies and foreclosures doubling, and loan portfolios barely increasing.

Loan delinquencies, foreclosures double for group of seven locally based thrifts

Quarterly incomes came in at a wash. While FirstBank of Boulder and FirstBank of Longmont reported strong profits of about \$2.6 million and \$1.57 million, respectively, Broomfield-based FirstTier Bank reported a loss of about \$3.4 million.

The other local banks reported either a small loss or profit.

As a group, the seven local banks saw their loan portfolio delinquencies and foreclosures more than double for the second-straight quarter. As of March 31, Boulder Valley-

based banks held \$152.5 million of troubled loans, or 6.3 percent of their total loans.

That's the combined figure. Individually, some local banks are faring better than others. AMG National Trust Bank, FirstBank of Boulder, First Bank of Longmont and Flat-Irons Bank all saw delinquencies and foreclosures below 2 percent of total loans. FirstTier, Mile High Banks,

► See **Stress, 23A**

Level 3 ramps up sales efforts with market territories

Dodds will manage staff to support Front Range

BY RYAN DIONNE
rdionne@bcbr.com

BROOMFIELD—Level 3 Communications Inc. is carving out market territories throughout the United States including one for the Front Range.

Broomfield-based Level 3 (Nasdaq: LVLT), which provides phone and data networks throughout the country and Europe, has reported consistent quarterly losses, but Jeff Tench, Level 3's president of the business markets group, said now, in a shaky economy, is the time to ramp up marketing to be ready to expand when the economy improves.



Dodds



Tench

He said the company is financially stable enough to reorganize. He wouldn't disclose how much the company expects to spend during the reorganization.

In the Boulder Valley, Jeremy Dodds will become general manager

► See **Level 3, 9A**

HELPING HUBBLE

Ball Aerospace parts successfully installed



COURTESY BALL AEROSPACE & TECHNOLOGIES CORP.

Ball Aerospace & Technologies Corp. in Boulder has made many of the key parts for the Hubble Space Telescope, including the Cosmic Origins Spectrograph, installed during a repair mission in May. The spectrograph replaces a Ball Aerospace-built optics package. It will be nearly 10 times more sensitive and will observe distant objects too faint for previous spectrographs. For story, see 17A.

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BakBone Software acquires ColdSpark for \$15.9 million

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

BY BUSINESS REPORT STAFF

BROOMFIELD – San Diego-based BakBone Software Inc. has completed the acquisition of Broomfield-based ColdSpark for \$15.9 million.

ColdSpark provides e-mail infrastructure solutions and platforms to businesses.

BakBone will pay \$15.9 million for ColdSpark, consisting of \$8.1 million in cash and 18,169,780 common shares with a value of \$7.8 million, with payments extending over three years. BakBone will pay cash of \$750,000 and issue 9,117,877 common shares, which will be subject to certain selling restrictions.

"This acquisition provides BakBone with a strong entree into the rapidly growing enterprise message-management market," said Jim Johnson, BakBone's president and chief executive officer. "ColdSpark is a leader in managing global messaging infrastructures, with an established presence with some of the world's largest companies in industries including financial services, manufacturing and media, and a growing identified pipeline opportu-

nity of more than \$7 million.

ColdSpark's flagship SparkEngine Mail Transport Platform is used by companies such as Merrill Lynch, as well as companies in the entertainment and hospitality industries like Fairmont Hotels and Starz Encore.



Scott Brown, ColdSpark's co-founder and chief technology officer, will join BakBone as the general manager of BakBone's new Message Management Division. The division will focus on expanding the company's capacity to allow business customers to more effectively manage and control messaging to improve overall customer care and compliance.

Broomfield biotech cuts jobs

BROOMFIELD – Biotechnology company ARCA Biopharma Inc. (Nasdaq:ABIO) cut about 40 employees in a restructuring move and expects charges of about \$1 million during the second quarter, according to a filing with the Securities and Exchange Commission Friday.

Shares of the Broomfield-based company fell 80 cents, or 8.9 percent, to \$8.20 in morning trading on Friday. The stock has traded between \$2 and \$17 over the last 52 weeks. ARCA merged with California-based Nuvelo Inc. (Nasdaq: NUVO) in January.

In its filing, the company said it

started a restructuring program that cut 40 jobs as of Wednesday. It had previously said it would seek "strategic alternatives" for marketing its developing heart failure treatment Gencaro.

Employees being laid off are eligible for severance. Charges for the move will be about \$1 million, with more than half going to severance.

TerraLUX hires chief executive

BOULDER – TerraLUX, a Boulder-based lighting company, has named former Philips Lumileds executive Jim Miller as chief executive officer.

Miller will succeed TerraLUX founder Anthony Catalano, who will remain with the company on a full-time basis as a director and chief scientist. TerraLux specializes in light-emitting diode, or LED, products.

Company officials said Miller, who served as vice president of sales at Philips Lumileds, brings "expertise in building high-technology companies from early stage to market place leadership in just a few years."

The addition of Miller follows an undisclosed investment in TerraLUX made by Access Venture Partners earlier this year. The Denver-based venture capital firm said it wanted to recruit a "world-class executive talent to accelerate the company's growth in the portable- and general-lighting markets."

People's new clinic opens

BOULDER – Clinica Family

Health Services opened a new clinic in Boulder on May 18.

People's Medical Clinic located at 2525 13th St., is expected to serve about 10,000 patients annually and focuses care on low-income, uninsured people.

The new clinic, located near Boulder Community Hospital, occupies about half of the 40,000 square feet available while Boulder County uses the rest of the space for offices.

It also has a full-service, discounted pharmacy, two fully equipped procedure rooms that allow doctors to conduct minor surgeries, cryosurgery, ultrasound, vasectomy, suturing, colposcopy capabilities and more.

GlobeImmune, Celgene partner

LOUISVILLE – GlobeImmune Inc. in Louisville will collaborate with biopharmaceutical giant Celgene Corp. (Nasdaq: CELG) on the discovery, development and commercialization of multiple product candidates for the treatment of cancer.

GlobeImmune is eligible to receive more than \$500 million in development and regulatory milestones, royalties and additional milestone payments based on net sales of the licensed product candidates.

GlobeImmune will receive \$40 million upfront from New Jersey-based Celgene, which includes an equity investment in GlobeImmune.

► See **BCBRdaily**, 10A

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MEMBER
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Former Pharmion execs raise capital for startup

Clovis Oncology focusing on anti-cancer compounds

BY RYAN DIONNE
rdionne@bcbr.com

BOULDER – Clovis Oncology Inc., a startup formed by former executives of Boulder-based Pharmion Corp., has raised \$145 million in funding.

Boulder-based Clovis, headed by Patrick Mahaffy, co-founder of Pharmion in 2000, will focus on developing and commercializing anti-cancer compounds in the U.S., Europe and other international markets.

It plans to license or acquire rights to oncology compounds in all stages

of clinical development

Pharmion was acquired by Celgene Corp. (Nasdaq: CELG) in March 2008 for \$2.9 billion in cash and stock.

“Clovis is focused on partnering with these discovery-based companies and taking responsibility for developing and commercializing innovative products that may ultimately provide significant benefit to cancer patients,” said Mahaffy, Clovis’ president and chief executive officer.

With knowledge of clinical development and government regulations,



Mahaffy

Clovis executives believe the company is poised to expand.

Its \$145 million, which included investments from Domain Associates, New Enterprise Associates, Versant Ventures, the company’s management team and more, will help fund acquisitions and further development of various oncology drugs.

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

The company is headquartered in Boulder, and is establishing additional offices in San Francisco and London.

“At the same time that the discovery capabilities in biotech and pharma companies have yielded a large number of promising early stage anti-cancer compounds, the combination of more limited development capacity and increasing financial constraints reduces the opportunity to bring many of these compounds through clinical development and to market,” Mahaffy said. “Clovis is focused on partnering with these discovery-based companies and taking responsibility for developing and commercializing innovative products that may ultimately provide significant benefit to cancer patients.”

Iron Man dons Newton shoes during rehearsal

Iron Man’s got a new pair of shoes. Actor Robert Downey Jr. was wearing a pair of Newton Gravity trainers while rehearsing a fight scene on the set of Iron Man 2. Shoemaker Newton Running, based in Boulder, has the photo on its Web site, www.newton-running.com, and is running a contest for the best caption. The winner gets a free Newton race hat.

THE EYE



If you had only 50 travel tour destinations to explore in a lifetime, National Geographic Traveler magazine has your must-do list in its May 2009 edition.

The list includes Boulder-based Asia Transpacific Journey’s exploration of Buddhism in Asia.

“This is travel to expand the mind,” said Marilyn Downing Staff of Asia Transpacific Journey. “We’ve included exceptional meetings with Buddhist scholars and practitioners and experts in art and architecture.” The 17-day trip costs \$9,995.

Boulder’s Laudisio Italian Restaurant will be sharing some of its cooking expertise on Rocky Mountain PBS. On June 13 and 20 at 10:30 a.m., restaurant owner Antonio Laudisio will host “Cooking with Laudisio” with episodes on “Paella” and “Pizza & Pasta.” Future episodes will air in July. The show is a mixture of travel, wine, and food and filmed by Boulder-based 42 Productions.

Good news. Even in the midst of this unstable economy, sponsors for GO Boulder’s Walk & Bike Month have turned up the volume this year. Financial and in-kind donations have grown by more than 20 percent from last year. In fact, sponsors now help cover a majority of the cost of this celebration of Boulder’s bicycle and pedestrian lifestyle.

A healthful bamboo box

Low-tech vending machine filled with wholesome goodies

BY RYAN DIONNE
rdionne@bcbr.com

BOULDER – Whether it’s an office break room, hospital waiting room or airport terminal, the overwhelming majority of vending options are generally unhealthy snacks. But Frank Price is hoping to change that – little by little.

In February, Price, founder of Boulder-based Boulder Natural Vending LLC, started a vending company centered on natural and organic food primarily from Colorado-based companies.

“It’s really a one-man show, garage-oriented business,” Price said. “It’s all bootstrapped.”

His business revolves around placing about eight or nine varieties of natural or organic products into a small bamboo box and trusting people to pay the amount stated for the snack.

“The honor system is something that raises an eyebrow when I talk to folks,” he said.

But with about 5 percent shortage per location during his current test period, he’s found most people are honest. If that increases to 10 percent though, Price said he’d likely pull the vending box from that given location.

That shortage can make a big impact, however, as Price isn’t making much money from his endeavor. His revenue hasn’t exceeded \$1,000 yet, but he’s “been running a very lean ship” to operate the business, he said.

He anticipates making a profit on each location after two to six weeks.

“My goal is to have somewhere between \$2,500 and \$4,000 per placement on an annual basis,” he said. If he has one business that has five vending boxes, that’s five placements.

Until sometime in June, when he plans to end his pilot period, Price has six vending boxes that include four businesses and two teachers’ lounges in the Boulder Valley School District.



RYAN DIONNE

Frank Price, owner of Boulder Natural Vending LLC, started his honor system-based vending business out of his home earlier this year and hopes to fill the need for natural and organic vending options in Boulder Valley

One of those boxes is at Boulder-based Renewable Choice Energy Inc.

“We love it,” said Heather Philipp, Renewable Choice’s director of media and communications. “It’s just a really great fit for the people who work here.”

Philipp said the majority of her office is taking advantage of the natural and organic snack options. And being an environmentally conscious business, she and her co-workers embrace the sustainability of what Price is doing.

“We were excited about it,” she said. “It was sort of the talk of the (office), and it still is.”

She said the snacks cost about what she’d find at a gas station but cheaper than most vending machines.

Price said his snacks generally range from 75 cents to \$2, and include foods like Steamboat Springs-based Honey Stinger Inc. energy bars, Boulder-based Chocolove chocolate bars and

BOULDER NATURAL VENDING LLC

PO Box 3318
Boulder, CO 80307-3318
303-500-5045
www.bouldernaturalvending.com
Frank Price, founder
Employees: 2
Primary service: Natural food vending boxes
Founded: 2009

Boulder-based Snikiddy LLC snacks.

“Right now I can put in a variety of about eight to 10 different companies and about 12 to 15 different variety of products,” Price said.

But he also has a list of about 200 companies he’d like to include in the mix, he said. One of them is Justin’s Nut Butters natural peanut and almond butter.

Justin Gold, founder of Justin’s Nut Butters, said a natural products vending option would not only help the vendor, but also help the com-

► See **Healthful**, 23A

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Easy for companies to be engulfed by green wave

Firms struggle to differentiate themselves from green washers

BY RYAN DIONNE
RDIONNE@BCBR.COM

BOULDER — By now many companies have incorporated the word “green” into slogans, product names and other branding, but many of the same companies that tout the green logo don’t want to incur the added costs of being legitimately sustainable.

investment won’t be there, said Darin Duber-Smith, president of Green Marketing Inc. in Nederland.

That’s why it’s important to create a public/private partnership so companies and local or state governments can work together to encourage sustainability, said Ann Livingston, Boulder County’s sustainability coordinator and the moderator of the roundtable. Others agreed.

One way to collaborate is to improve relationships between companies, cities, vendors and energy providers to lower expenses, which will save money in the long run and have positive environmental implications as well, Bush said.

Ron Shaw, Longmont’s environmental sustainability coordinator, said some cities and towns are even creating sustainable communities — not just one “green” building or business here and there.

But sustainable companies are up against “green-washed” consumers who are increasingly immune to “green” products or who don’t believe in the movement. Some people think creating governmental regulations or guidelines to help control what can or can’t be labeled “green” will help.

Others, like Lloyd Streit, president and chief executive officer of Boulder-based Signature Offset, and Duber-Smith disagree.

“I get nervous about any standards out there,” Streit said.

He said companies will spend money to adhere to the standards, but then the standards will change and companies will continually spend money to meet the requirements. He thinks it’s better for companies to be honest about their operations.

“I think transparency’s the key. And an informed consumer as well,” he said.

Duber-Smith said many industries are creating their own standards and “stamping” them with their own seal to authenticate the product’s sustainability.

► See **Green, 5A**



With all the “green washing” going on across all industries, companies striving to be sustainable are struggling to differentiate themselves from businesses with a false front, Boulder Valley “green” business managers said during the Boulder County Business Report’s CEO Roundtable discussion May 19 that focused on “green” business.

Many executives said being green doesn’t always equal being sustainable.

Being sustainable involves more than just doing a couple “green” initiatives or designing a “green” product. Sustainability also involves using less electricity, producing less waste, using alternative transportation and more.

Too often, companies look at short-term expenditures instead of long-term investments when it comes to sustainability, said Andy Bush, principal of Boulder-based Morgan Creek Ventures. Typically businesses don’t have sustainability expenses factored into budgets, which makes “green” improvements harder to justify.

“Green washing is cheap,” Bush said. But making truly sustainable changes takes time and money that may not show an immediate return on investment.

It’s a catch 22, though, because without a return on investment companies can’t justify making costly changes. But without spending those upfront costs, the long-term return on

Check out Lafayette for great summer events!

Family Fun Fest, 12-4, FREE kids’ activities at Atlas Valley

Hazel Miller Concert, 4-7 PM, Forest Park, FREE! 95th & Arapahoe in Lafayette.

Black Diamond Open Golf Tournament, benefitting the Lafayette Chamber, July 24, 7:30 a.m. shotgun start, Indian Peaks Golf Course, \$125 per player.

Peach Fest, August 22, Public Road, 9-4
Celebrate Lafayette, September 26, Public Road, 10-4

For more information:
303-666-9555
info@lafayettecolorado.com



WHO IS THE FASTEST COMPANY IN COLORADO? FREEMAN MYRE CORPORATE CHALLENGE

THURSDAY, JULY 30TH 2009

Colorado Technology Center Louisville, Colorado
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GREEN from 4A

Already, Kathey Pear, founder and president of Louisville-based Citron Workspaces, said "green" regulations, technologies, ideas and more are constantly changing. Today's problems were yesterday's solutions, Pear said, citing a comment she recently heard.

While the economy has undoubtedly had a negative impact on "green" businesses, Clint Wheelock, Boulder-based Pike Research's managing director, said people generally still want to be sustainable.

While some people may shake their heads in disgust knowing big-box stores produce "green" products and sell items like organic milk, Bush said companies like Wal-Mart are helping the "green" movement, and others attending the roundtable agreed.

As more companies convert consumers from traditional products to natural, sustainable or "green" products, the more those consumers will shop at stores like Whole Foods and demand more natural products elsewhere.

And Duber-Smith said Wal-Mart is helping to force other countries, namely those that manufacture items the store stocks, to become more sustainable or the store won't carry those items.

But as consumers become more educated and less tolerant of "green washing" companies will have new challenges to convince people their product is "green," the local executives said.



DOUG STORUM

Andy Bush, left, principal of Boulder-based Morgan Creek Ventures, participated in the Boulder County Business Report's CEO Roundtable May 19 along with Ron Shaw, center, environmental sustainability coordinator, city of Longmont; and Keith Desrosiers, executive director for the Center for Resource Conservation.

PARTICIPANTS

Jeff Brown, president, Boulder Beer Co.; Andy Bush, principal, Morgan Creek Ventures; Keith Desrosiers, executive director, Center for Resource Conservation; Diane Merker, president, Positive Energy Conservation Products Inc.; Kathey Pear, founder and president, Citron Workspaces; Wendy Reynolds, president, Flatirons Bank; Ron Shaw, environmental sustainability coordinator, city of Longmont; Darrin Duber-Smith, president, Green Marketing Inc.; Lloyd Streit, president and chief executive officer, Signature Offset; Clint Wheelock, managing director, Pike Research. Moderator: Ann Livingston, sustainability coordinator, Boulder County.

CEO ROUNDTABLES

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

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

2009 schedule

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

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Vestas Blades' GM Jespersen on 'Green Summit' panel

Daylong event June 4 covers variety of key green movement topics

BY BUSINESS REPORT STAFF

BOULDER – Hans Jespersen, vice president and general manager for Vestas Blades America Inc., will join a luncheon panel at 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.

Jespersen leads Vestas' operations in Colorado, including a manufacturing plant in Windsor, and plants under construction in Pueblo and near Brighton in Weld County.

Vestas eventually will employ about 2,500 people in the state.

He will join the luncheon panel discussion titled “Green Inc.,” which will include executives from clean-energy companies that have recently expanded in or around Boulder and Broomfield counties. The session will focus on recent expansions, includ-



ing what sort of jobs these companies are creating, what the future holds in terms of their suppliers and how the Boulder Valley is working to fill these jobs.

“Vestas represents the single-largest investment in Colorado by a clean-energy company,” said Business Report publisher Christopher Wood. “We’re very excited to have Hans Jespersen join this panel. He and the other participants will provide valuable insight into the emergence of the clean-energy sector in Colorado.”

Registration for the Green Summit 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.”

REGISTER FOR GREEN SUMMIT

Registration for the Green Summit, 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.bcbr.com and click “events” to register.

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, 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.bcbr.com and click “events” to register.

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 and the city of Boulder. For information, call Business Report publisher Christopher Wood at 303-440-4950.

WHY WIND? Craig Mataczynski Knows.



Craig Mataczynski
is CEO and President
of Renewable Energy
Systems Americas (RES Americas).



Since taking the helm in 2005, Craig supervised the construction of 12 wind farms now generating 1600 MW of renewable energy.

Renewable Energy Systems (RES) was founded in 1982 by the Sir Robert McAlpine Construction Group and RES Americas has been active in the U.S. market since 1997. Their current projects represent more than 30% of the wind capacity currently under construction in the U.S. Craig is pictured here at the Marengo Wind Farm in Dayton, Washington, where 78 wind turbines generate 140 MW of energy—enough electricity to power 1,400 homes each year.

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Uninsured workers have health-care options

The longer the economy's in turmoil, the more workers are displaced with no health insurance.

That's why nearly all insurance companies have limited-benefit options available, and the government is looking for ways to help people who need quality health care but don't see the doctor too often.

CIGNA, for instance, targets people who generally earn \$8 to \$15 per hour in high-turnover industries with one of its plans. Limited-benefit plans often help cover doctor's visits, annual exams, prescription drugs and limited hospital expenses.

It may cost the person a few hours of work per week to pay for the coverage, but it's better than having no coverage. It not only gives previously uninsured people more-affordable coverage, it, ideally, reduces the amount of uncollected charges medical facilities incur.

That in turn benefits insured patients because medical facilities typically charge insured patients more than required to make up for lost expenses from tending to uninsured patients in what's commonly called cost-shifting.

To help reduce cost-shifting even further, and cover uninsured Coloradans, Gov. Bill Ritter signed the Colorado Healthcare Affordability Act, House Bill 09-1293, in late April.

"This legislation would be groundbreaking in a good economy, but it

means even more in a down economy as Colorado families struggle to make ends meet," Ritter said in a statement.

The bill, which is expected to help cover 100,000 Coloradans, allows the state to charge health-care providers a fee expected to generate \$600 million per year and combine it with \$600 million in matching federal funds for a total of \$1.2 billion.

But some opponents say that the provider fee will simply be passed to hospital patients.

The \$1.2 billion is planned to support Medicaid, the Child Health Plan Plus program that supports low-income children and pregnant patients, and improve hospital reimbursement rates.

"At no increased cost to taxpayers, the Colorado Healthcare Affordability Act will allow us to provide critical health services to people who need those services the most," Ritter said.

In a perfect world, hospitals will eat the provider fee, uninsured Coloradans will have an opportunity to receive health care, more uninsured people will be covered and cost-shifting will be reduced or cease to occur.

Whether or not that fairytale, or at



MEDICAL FILE

Ryan Dionne

least part of it, will come true won't be seen for quite a while. The bill is awaiting final approval, and, if passed, implementation isn't expected until spring 2010.

FUNDRAISING DINNER: The Rocky Mountain Hyperbaric Association for Brain Injuries is teaming with The Melting Pot in Louisville to host a fundraiser May 31.

All money raised will benefit the Boulder-based hyperbaric association, which focuses on hyperbaric oxygen therapy to treat brain injuries. The group hopes to raise at least \$5,000 to help pay for, among other things, doctor visits and room and board for low-income patients.

Hyperbaric oxygen therapy helps supply concentrated oxygen to cells by putting the patient in a 100-percent oxygenated chamber to promote blood vessel growth, decrease swelling and more. It can be used to treat traumatic brain injuries, cerebral edema, spasticity, and other medical conditions.

The fundraising dinner is scheduled for from 4:30 to 7 p.m., Sunday, May 31, at The Melting Pot in Louisville, 732 Main St. The first 90 minutes is set aside for cocktails followed by dinner and a silent auction from 5 to 7 p.m. For more information visit www.rockymountainhyperbaricassociation.org.

Contact Ryan Dionne at 303-440-4950 or e-mail rdionne@bcbr.com.

Boulder Valley jobless rates drop 1st time in 2 years

BY BUSINESS REPORT STAFF

DENVER - The latest local unemployment rates fell for the first time in nearly two years, according to the Colorado Department of Labor and Employment.

The April 2009 figures showed an unemployment rate of 5.7 percent in Boulder County and 6.7 percent in Broomfield County, representing a monthly drop of 0.6 and 0.5 percentage points respectively.

Boulder County reported that 168,456 of its 178,729 workers were employed and Broomfield County reported that 28,577 of its 30,629 were employed.

In Colorado, the unemployment rate dropped 0.3 percentage points to 7.3 percent, with about 2.5 million of its 2.7 million workers employed.

Local unemployment rates are still much higher than a year ago. In April 2008, the unemployment rate was at 3.5 percent in Boulder County, 3.9 percent in Broomfield County and 4.2 percent in Colorado.

Business Report unveils new size, design changes

New printing press allows for enhancements

Readers of the Boulder County Business Report will notice a new look and feel with this edition.

A new printing press installed by the publication's printer, Lehman Communications Corp., has been the driving force behind the changes. Lehman, which publishes the Longmont Daily Times-Call, the Loveland Reporter-Herald and other newspapers, recently built a new 60,000-square-foot printing

PUBLISHER'S NOTE

plant in Berthoud.

The plant includes a new manroland Uniset 75 manufactured in Germany. The new press will allow for color on every page of the Business Report, and will provide for improved color registration.

Another change resulting from the new press is the size of the publication, which is slightly reduced in height and width. Ad sizes have changed as a result. If you're an advertiser and have questions about how these changes will affect your camera-ready

artwork, please consult your account executive.

With the new size, we've also taken the opportunity to update our design and color palette. You'll notice some tweaking of our headline fonts, as well as development of a color palette more in keeping with the hues that are prominent in the Boulder Valley.

The changes are small, but we hope you'll find that they make for a more-readable product. We'll continue to tweak our design in the weeks ahead, and we hope that you'll let us know what you think.

Finally, the new printing facility will be far more energy-efficient than the old plant in Longmont. The press will be faster, with the Business Report on and off the press in about 15 minutes. The press' computer controls also will help reduce waste. The smaller page sizes will result in saving of paper and money.

Have thoughts on the new format? Shoot me an e-mail at cwood@bcbr.com.

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Will screen staring be demise of printed news?

Im an avid morning newspaper reader, a habit developed from years of working as an editor and that bred-in fear of being beat on a story.

Knowing there are several newspapers in my driveway and how good that morning coffee is going to taste gets me out of bed early.

Reading the headlines lately, I often think to myself: I already knew about that. These are stories I care about, but the news is already stale. The future of newspapers is now a national debate, but it's being played out in everyone's hometown newsroom.

For example, the Camera reported on tire slashings around the city, including my neighborhood. That's news I need to know. But already our neighborhood online discussion group lit up with everyone's first-person reports of the vandalism. By the time the morning paper even went to print, meetings had been organized for a Neighborhood Watch group. That wasn't mentioned in the story.

I read about the demise of the Rocky Mountain News from a friend on Facebook, not the newspaper. Sports pages are really full of "old" news. Fans don't wait, they read scores or even the game's play by play online, often on their phone.

As I've added more online social media, particularly Facebook, Twitter and Boulder-based companies' tools, like Filtrbox and the Business Report's BCBRevents e-news, I expect breaking

news to reach me all day, much of it customized to exactly what I want.

This is why I agree with a recent Editor and Publisher column by newspaper industry watcher Steve Outing, who writes bluntly: "Charging on the Web won't work for general-news publishers." So-called "pay walls" are the last thing newspapers need right now, despite their disgust with aggregators like Newser, with the tagline "Read less, know more."

Outing's column, "Getting Money from Readers Who Won't Pay for Online News," not only disputes the latest pay-for-Web-content strategy announced by MediaNews Group of Denver, owner of both the Post and the Camera, but also lays out several reasonable alternative solutions.

New ideas to save newspapers are plentiful. Here's one of them. What would happen, do you think, if the front page of your morning paper had an appeal sounding very much like those frequent fundraising drives that support public radio?

It would read something like this: In order to keep bringing you the quality news reporting you've come to expect, we're asking you to make a tax-deductible contribution every

month and become a paid member of our new nonprofit newspaper.

As newspapers lose subscribers to free online sites and blogs, lose (make that lost) classifieds to Craig's List, and lose automobile, real estate and large national advertisers to the Internet, is the day of a philanthropic, nonprofit model so far fetched?

Several working journalists (except for the two recently laid off) approached this topic at the CU World Affairs Conference.

Investigative journalist Roberta Baskin, who broke stories on Nike's sweatshops in Vietnam, described the "tsunami of change" sweeping the media industry, saying in many cases "It's a race to the bottom right now." Not only are investigative reporters being fired because of their higher expenses and salaries, but media executives fret much more about the costs of possible litigation.

Baskin doubted the sustainability of philanthropic donors supporting newspapers, and another idea — "nationalizing" newspapers similar to the BBC — doesn't sit very well with anyone. In fact, several foundations, journalism schools like Columbia University, and even private benefactors have begun funding in-depth reporting efforts.

Margaret Engel, a former Washington Post and Des Moines Register reporter who's now executive director of the Alicia Patterson Journalism Foundation, which supports investi-

gative journalists and photojournalists, described newspaper's woes as the "revenge of the screen starers." (Is that what I am becoming?)

"People don't have the visual desire to hold a newspaper anymore," she said.

Newsrooms are more fearful than ever. "Those of us in the trenches knew the suits were not really behind us," Engel said.

All is not lost just yet. Reporters, editors and publishers are a resourceful group. New ideas like mobile phone apps or charging for content on Kindle e-readers are being tried, and so-called "niche" publishers, including ethnic publications, are even growing. News that is "hyper local," including more "citizen journalists" attending school board meetings, is finding some footing.

You might try reading The Huffington Post, an Internet-only newspaper with blogs, videos, e-mail alerts, Tweets, and I just learned from The Economist, just four reporters in a staff of 60. The InDenver Times is being run by former Rocky staffers. IWantMyRocky.com is still online, but needs a new name.

Yes, I'm staring more at computer screens these days. But I refuse to do it with my morning coffee.

Jerry W. Lewis is a contributing columnist. Reach him by e-mail at jwlboulder@comcast.net. He also writes a blog at www.boulderreport.typepad.com.



BOULDER LENS
Jerry W. Lewis

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Power Longmont's new economic development director

BY RYAN DIONNE
rdionne@bcbr.com

LONGMONT — Brad Power has left the city of Boulder as its redevelopment director to become the city of Longmont's new economic development director.

Power was chosen from a pool of three finalists for the city's new position primarily because of his redevelopment experience, said Sandi Seader, assistant to Longmont City Manager Gordon Pedrow. Power plans to start his new post June 29. His base annual salary is \$115,000.

As the city's first economic development director following its departmental reorganization earlier this year, Power will be tasked with, among other jobs, managing community development and redevelopment,

leading property acquisition negotiations and helping ensure Longmont's economic vitality.

Besides spending time with his staff to make sure everyone's on the same page, Power said he plans to meet with Longmont's primary employers, key business people, community organizations and more to find ways the city can support them.

Once settled, though, he hopes to make the transition as smooth as possible and start improving Longmont's business community.

"I think there are a couple things I have my eye on," he said.

One of those is working on issues revolving around the redevelopment



Power

of the Twin Peaks Mall.

Other finalists for the job were Westminster's capital projects coordinator Aaron Gagne and Chris Hamm, an economic consultant from Indiana. The three were picked from an original list of 95 applicants.

All three finalists went through three separate in-person panel interviews. One consisted of the Longmont city manager's leadership team, another of the development department's managers and the last of an economic development roundtable that consisted of development department employees.

The finalists also went on a Longmont tour, participated in a community forum where at least one representative from the Longmont Area Chamber of Commerce, Longmont Area Economic Council,

Longmont City Council and the city's economic vitality task force submitted questions in a town hall-style interview.

Each candidate also had a one-hour interview with Longmont City Manager Gordon Pedrow and previously was vetted through interviews with his current supervisors, customers, peers and references, said Bobby King, Longmont's human resources director.

Power spent 18 years with the city of Boulder as a Boulder Urban Renewal Authority planner, director and, most recently, the redevelopment director. But because of budgetary issues, Boulder planned to eliminate Power's redevelopment director position at the end of June and transfer the responsibilities to Liz Hansen, the city's business liaison.

LEVEL 3 from 1A

of Level 3's Front Range territory.

Dodds will oversee sales and support for the entire Front Range including Colorado Springs, Denver, Boulder and Fort Collins. He has hired an undisclosed number of employees to help reach more customers and offer a more-tailored business approach for the area.

Level 3's decision to reorganize territories instead of managing customers from its centralized headquarters, comes as a response to customers demanding local relationships, and the company is filling an unmet need, Tench said.

Until recently, a Level 3 manager was in charge of planning for an entire region albeit often based in Broomfield making it harder to execute well-planned decisions that benefit both the customer and the company.

Now each territory's general manager will live in the territory he or she manages. Living in the area provides the local contact customers want and allows Level 3 to make better

business decisions, provide better customer service, respond more readily to stressed networks and more, Tench said.

Not everything will be handled remotely though. The company will still control inventory planning, many backed functions and more from its headquarters.

In April, Level 3 announced plans to lay off 150 employees company-wide, many of which are managerial, during second quarter 2009. In December 2008, it announced 450 cuts companywide, which impacted all areas of the company.

Vince Hancock, Level 3's spokesman, said the job cuts had nothing to do with the company's "Link globally. Connect locally," initiative — though sales and support personnel were undoubtedly affected.

The company is now hiring sales and support staff to supplement current employees in each of the five

territories.

Besides the Front Range, Level 3 has launched its territory-specific management areas in the Seattle, Nashville, Buffalo and Washington, D.C. metro areas.

These markets were chosen for the first phase because each has a large network infrastructure in place, but each has a slightly different market and different levels of competition making it a good snapshot from which to learn.

Level 3 plans to increase the number of territories throughout 2009 and 2010, but those territories are not yet determined, Tench said. The company eventually will have between 50 and 60 territories.

So far the company has installed about 48,000 inter-city and 26,000 metro route miles of fiber optics that connect more than 190 markets in 22 countries, according to a company document.

BUSINESS DIGEST

OPENINGS

Broomfield-based Noodles & Company opened its third quick-casual noodle restaurant in Aurora at 10550 E. Garden Drive in the new Gardens on Havana outdoor mall. It's Noodles' 36th store in Colorado and 205th in 18 states.

Matt Galligan, co-founder of Socialthing Inc., which came out of the Boulder-based TechStars startup incubator and acquired by AOL LLC, has co-founded Crash Media Inc., focusing on reality gaming. Crash Media Inc., doing business as Crash Corp., is designing smart-phone specific games in which the user is the first-person player.

BRIEFS

Boulder-based Albeo Technologies Inc., a manufacturer of white-LED general illumination lighting systems, has been granted two patents for its award-winning C-Series High-Bay general illumination light fixture. The patents cover Albeo's designs that allow its fixtures to run cooler at higher efficiencies with longer lifetimes.

Broomfield-based VisionTEK is providing the Hinsdale County Sheriff's Office with the Frontline Accident filed reporting software. The application allows accident reports to be created in the field and stored electronically.

The city of Longmont has earmarked \$60,000 for a matching grant program to help local businesses pay for energy- and water-efficiency improvements in commercial buildings and equipment. The Commercial Efficiency Matching Grant Program provides grants for the lesser of \$5,000 per project or combined incentives and matching funds not to exceed 70 percent of total project costs. Grant applications are being accepted through July 31. For information and application materials, visit www.ci.longmont.co.us or call 303-651-8386.

Array BioPharma Inc. in Boulder has received an additional \$40 million funding commitment from Chicago-based Deerfield Management, which already is one of its largest shareholders. Boulder Community Hospital is now an in-network provider

for Kaiser Permanente point of service and preferred provider organization plan members. As of May 1, members began receiving in-network care at all Boulder Community Hospital facilities including the Boulder Community Foothills Hospital, Community Medical Center in Lafayette, Boulder Center for Sports Medicine and Mapleton Center for Rehabilitation.

CONTRACTS

Serious Materials, formerly Alpen Energy Group, has hired Boulder-based VaST architecture to design its new showroom at 6268 Monarch Park Place in Longmont.

BKMedia Group, a full-service design and production company in Longmont, has been selected by The Twin Peaks Charter Academy to redesign its Web site.

Griff/SMC Inc. of Boulder, a medical marketing communications firm, has been hired by Denver and Toronto-based Enhance Skin Products as its agency of record. Enhance is a pioneer in hyaluronic acid research and development for restoring and maintaining skin hydration.

Fort Collins-based Abound Solar Inc., with a manufacturing plant near Longmont, signed sales agreements with juwi solar in Worstadt, Germany and Wirsol Solar in Baden Wurtemberg, Germany, to sell Abound's thin-film photovoltaic solar panels.

Boulder-based OptTek Systems Inc. has received a \$100,000 contract from the United States Navy's Office of Naval Research to develop tools that guide designers of surface and undersea platforms.

GRANTS

The University of Colorado at Boulder awarded three \$50,000 grants to projects as part of its Renewable Energy Proof of Concept grant program. David Denkenberger and John Zhai received money for demonstrating an improved micro-channel heat-management device for power plants, energy-efficient vehicles and buildings and other industrial applications. Conrad Stoldt and Se-Hee Lee were funded for working to improve lithium-ion battery performance via solid-state nano-

structuring. Instead of as a grant, Robert Erickson received the \$50,000 in the form of a proof of concept investment written to Phobos Energy, a CU startup based on Erickson's technology to develop "smart" electronics for solar photovoltaic panels that maximize the energy captured by each panel. The grant program is a partnership between the CU Technology Transfer Office and the CU-Boulder Energy Initiative.

MERGERS & ACQUISITIONS

Boulder-based bicycle distributor Gruppo Bici N.A. purchased Milan, Italy-based Canditalia S.r.l. for an undisclosed amount. Canditalia may maintain an office in Milan, but distribution of all products will be accomplished by Gruppo Bici N.A. in Boulder. Gruppo Bici N.A. is the exclusive importer and distributor of Atala, BiciSupport, Carraro, Compagnia Editoriale, La Cuba and Umberto Dei bicycles, cycling products and publications in North America.

SERVICES

Pedal to Properties in Boulder will license its brand to Realtors throughout the country for a fee. Pedal to Properties offers homebuyers the opportunity to view homes on cruiser bicycles, helping to meet consumer trends to get out of a car and see, hear, and get a true sense of homes and neighborhoods and to determine how navigable a neighborhood or area is without a motor vehicle. For more information go online at www.pedaltoproperties.com.

RP2-Consulting, a business coaching and consulting in Longmont is offering free 2-hour business review consultations that look at your business and reveal its strengths and weaknesses. are. Contact Eric Omer, eric@rp2consulting.com to set up a one-on-one business review.

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.

AWARDS

Jack Rummel of the Boulder Rotary Club will receive the Rotary Foundation Global Service to Humanity Alumni Service Award at the Rotary International convention in Birmingham, England, in June. This award goes to a former Rotary Foundation program recipient whose extraordinary service to humanity and professional achievements are examples of the Rotary ideal of service above self.

Nicole DeBoom, founder and chief executive of Boulder-based SkirtSports received a 40-Under-40 Award from Sporting Goods Business honoring the best and brightest future leaders of the sporting goods industry.

Boulder-based JNBridge received a Best of Tech-Ed 2009 award for its JNBridgePro in the Software Components and Middleware category from Penton Media's Windows IT Pro and SQL Server Magazine.

Olson Architecture Inc. in Niwot received a 2009 Gold Achievement Award from the National Association of Home Builders 50+ Housing Council. The award recognizes Olson Architecture's design of the 'Emerson Plan' part of Wonderland's Denver Traditions Series at Stapleton.

Architect Cheri Belz received a 2009 City of Boulder Historic Preservation Award for the sensitive rehabilitation and addition to the landmark Labrot House located at 819 6th St. in Boulder.



Belz

Boulder-based Room 214, a social media agency, took top honors in the social media category of the Colorado Chapter of the Public Relations Society of America's Gold Pick Awards. The award recognized Room 214's work building the Travel Channel's word-of-mouth marketing program via social media communities.

Boulder-based 22 West Design, a landscape design firm, received the Colorado Award from the Farmers Market Design Competition, an international competition. The award was for the design of a public space that addressed community, sustainability through the union of innovative programming, the exchange of goods and services and public art.

Bill Carlson, vice president, marketing for GHX in Louisville, has been named one of Supply & Demand Chain Executive magazine's 2009 Pros to Know for his commitment to helping build a demand-driven supply chain in health care. Carlson's groundbreaking work at GHX addresses the challenges of today's economy, in which supply chain costs are the second-highest and fastest-growing expense category for most hospitals.

The city of Boulder gave Perfect Compliance awards to 10 facilities for having no violations for their industrial wastewater discharge in 2008: Amgen Inc., Astro Endyne Company Inc., Ball Aerospace & Technologies Corp., Boulder Reservoir Water Treatment Facility, The Hain Celestial Group Inc., IBM, Insmad Therapeutic Proteins, InB:Paxis Pharmaceuticals Inc., Roche Colorado Corp., and University of Colorado at Boulder.

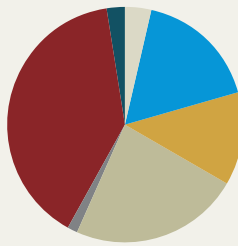
INTERNET NEWS

Louisville-based CPA firm K Financial has launched Enterprise Risk Management, a Web-based application that provides a custom approach to risk identification, control and monitoring. The software, at www.kfinancial.com, aids financial institutions and other entities with requests by rating agencies and regulatory bodies for them to demonstrate that they understand their risks and are taking steps to control them.

Broomfield-based Copper Conferencing, an audio and web conferencing provider, launched its Copper Link. Copper Link is a web-enabled portal that allows agents to access reports, submit online orders, customize marketing materials and launch e-marketing campaigns.

Boulder Valley Economic Scoreboard

At a glance: LOCALLY BASED BANKS, TOTAL DEPOSITS



AMG National Trust Bank ..	\$108,084,000
FirstBank of Boulder	\$473,687,000
FirstBank of Longmont.....	\$357,305,000
FirsTier Bank	\$646,703,000
Flatirons Bank.....	\$43,539,000
Mile High Banks.....	\$1,099,429,000
Summit Bank & Trust	\$66,260,000

Source: Federal Deposit Insurance Corp.

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	0	29	3.4%	33	-9.1%	80	-21.1%	03/09
Boulder County new homes sales	30	29	3.4%	33	-9.1%	80	-21.1%	03/09
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	136	118	15.3%	137	-0.7%	352	-4.1%	03/09
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	14.2%	12.5%	1.7%	10.8%	3.4%	10,899,931	0.8%	4Q/09
Flex	10.9%	10.9%	0%	14%	-3.1%	12,273,282	6.7%	4Q/09
Industrial	5.5%	4.4%	1.1%	6.7%	-1.2%	19,950,825	-1.2%	4Q/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
Total	\$3,249,128,770	\$3,202,598,738	1.5%	\$3,189,008,446	1.9%	\$9,488,480,883	4.6%	3Q/08

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

AVERAGE WEEKLY PAY	Latest	Previous	Change from previous	Year ago	Change from year ago	Annual	Total wages	Last updated
Boulder County	\$975	N/A	N/A	N/A	N/A	\$50,700	\$2,081,792,612	2Q/08
Broomfield County	\$1,102	N/A	N/A	N/A	N/A	\$57,304	\$439,591,676	2Q/08
Colorado	\$858	N/A	N/A	N/A	N/A	\$44,616	\$25,897,292,812	2Q/08
United States	\$612	\$610	0.33%	N/A	N/A	\$31,824	N/A	4Q/08

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	\$125,668,000	372.3%	\$108,084,000	935%	\$24,425,000	273.5%	-\$122,000	1Q/09
FirstBank of Boulder	\$510,921,000	-0.3%	\$473,687,000	-0.9%	\$206,032,000	25.5%	\$2,599,000	1Q/09
FirstBank of Longmont	\$387,643,000	-1.7%	\$357,305,000	8.6%	\$132,723,000	13.4%	\$1,573,000	1Q/09
FirsTier Bank	\$825,669,000	52.1%	\$646,703,000	36.9%	\$738,245,000	43.1%	-\$3,389,000	1Q/09
Flatirons Bank	\$78,910,000	60.4%	\$43,539,000	11.1%	\$37,946,000	6.3%	\$76,000	1Q/09
Mile High Banks	\$1,302,739,000	5.9%	\$1,099,429,000	10.8%	\$1,224,124,000	2.8%	-\$44,000	1Q/09
Summit Bank & Trust	\$78,892,000	58.3%	\$66,260,000	104.5%	\$62,684,000	85.4%	-\$432,000	1Q/09

LOCALLY BASED CREDIT UNIONS	Total assets	Yearly change in assets	Total deposits	Yearly change in deposits	Total loans	Yearly change in loans	Quarterly income	Last updated
Ashoka Credit Union	\$2,296,651	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

The companies are not disclosing what percent of GlobeImmune will be owned by Celgene, who has invested in GlobeImmune previously.

In return, GlobelImmune is granting Celgene an exclusive option to all oncology programs, including GI-4000, a Tarmogen technology-based product currently in phase II pancreatic cancer studies.

Cohen starts \$2.5 million fund

BOULDER – David Cohen, a Boulder-based entrepreneur and co-founder of TechStars LLC, has started a \$2.5 million investment seed fund for early-stage Web and software companies.

Cohen, who is managing the fund that includes money from various contributors who he's not disclosing, plans to invest in 20 companies during a five-year period. Investments will range from \$50,000 to \$200,000 with a typical size being \$100,000.

Though not exclusively, Cohen anticipates investing money in some companies leaving the TechStars program, and plans to be an "engaged investor" so he regularly knows what's happening with each company.

Howard Lindzon, Brad Feld, Howard Diamond, Lisa Rutherford and Jason Mendelson will serve as fund advisers.

WildCharge plans to merge

BOULDER – WildCharge Inc. of Boulder and Pure Energy Visions Corp. of Toronto, Ontario plan to merge and set up headquarters in Boulder.

Pure Energy provides rechargeable battery products, and WildCharge focuses on wireless power technology. The two companies have given themselves 120 days to work through negotiations.

The new company would be equally owned by Pure Energy and WildCharge investors and shareholders, and would license their technologies and transfer certain other assets and liabilities.

Dennis Grant, chief executive of WildCharge, would be chairman and CEO of the new company and lead the team that will drive sales of existing and soon-to-be released products. It is anticipated that additional employees, particularly in sales and marketing, will be added to support the planned growth.

Seagate plans more layoffs

LONGMONT – Seagate Technology LLC plans to cut another 1,100 jobs before the end of July in an effort to save costs.

While company officials wouldn't release if or how the cuts would impact the Longmont campus, the layoffs span all areas of the company, said Woody Monroy, a Seagate spokesman in California.

The cuts are another cost-saving measure the Scotts Valley, Calif.-based technology company has undergone to help it reach a cash flow and earnings positive mark in its fiscal year 2010.

Seagate expects to incur \$72 million in pretax restructuring charges, most of which will be recorded in June, but expects to save about \$125 million annually.

LAFAYETTE BUSINESS



MICHAEL MYERS

Francisco Marquez, left, and Daniel Rodriguez package the Piccolo brand Sante Fe Pimento spread at Tellory Foods Inc. The Lafayette-based company's all-natural Piccolo brand products have a 30- to 60-day shelf life.

Tellory's all-natural brand takes off Piccolo's dips, spreads allows Lafayette firm to compete

BY LAURA BISHOP
news@bcbr.com

LAFAYETTE – After launching a new brand of preservative-free pestos, dips, spreads and tapenades, Tellory Foods Inc. is growing its business by creating new flavors for its Piccolo Foods brand and selling it nationwide.

Lafayette-based Tellory Foods began offering the all-natural, artisanal Piccolo brand last December. The new brand, available in 20 varieties, includes spinach feta dip, green chile smoked Gouda spread and kalamata artichoke tapenade.

The company has been exclusively selling the Ciolo Foods line since 2006 to Whole Foods Market. Ciolo has different flavors than Piccolo and comes in 30 varieties. One of the reasons for launching the Piccolo brand

was to continue giving Whole Foods the exclusivity with Ciolo and having a brand to sell elsewhere.

Mallory Kates, and Curt Tellam, Tellory Foods' co-founders, worked on the Piccolo brand for six months before introducing the product. They developed the flavors and recipes in house and continually are introducing new flavors.

"It takes a lot of research and development to get the taste right," Kates said. "Then we need to make sure the delicious product has a shelf life."

Piccolo's products have a shelf life of 30 to 60 days. Kates said their products are stored in the refrigerator, but best eaten at room temperature. Both Piccolo and Ciolo brands range in price from \$5.49 to \$6.99 for a 7-ounce biodegradable plastic container. Tellory Foods has a companywide recycling program where

all cardboard containers, paper and cans are recycled.

Kates and Tellam face a number of challenges in the fresh-food business. In the manufacturing area in their Lafayette facility, the company has to be careful about the temperature, the way ingredients are washed and dried and extreme levels of sanitation in the plant.

"There is a steady high-quality supply of goods and learning and implementing all the best practices surrounding proper handling of fresh products without preservatives," Kates said. "Retailers want a long shelf life, but they don't want preservatives. A company like ours has to master a lot of food chemistry."

Nick Gulizia, store manager at Lucky's Market in Boulder, said his

► See **Brand, 12A**

Dental clinic blends high-tech equipment, eco-friendly practices

Industry experts forecast bottom-line benefits, too

BY LYLA D. HAMILTON
news@bcbr.com

LAFAYETTE – Gordon West combines advanced dental technologies with green business practices. "We're setting new standards of care for our patients and our environment," he said.

His practice, Boulder County Smiles PC, serves about 2,000 patients ranging in age from 5 to 95.

Services include cosmetic dentistry, implants and sedation dentistry.

West has engaged in environmentally friendly dentistry from the inception of his practice nearly a decade ago. Others may soon follow suit. The newly formed Eco-Dentistry Association reports that a typical solo dental practice can save \$50,000 in annual operating expenses by adopting environmentally aware approaches.

West was quick to move from traditional X-ray films to digital radiographs. "This exposes patients to 90 percent less radiation and at the same time allows better diagnosis," he explained. "The digital images show you more."

A clinician can enlarge digital images, change the contrast or add color enhancements. In addition to facilitating diagnosis, the images help patients understand the dentist's recommendations.

The clinic's 2004 switch to digital imaging also reduced its impact on local wastewater treatment facilities. Processing traditional film required a chemical bath, West noted, "and every week when you cleaned out the chemicals, they'd go down the drain. That's not a good thing for the environment."

Mercury, used in older amalgam fillings, also posed environmental concerns

► See **Dental, 12A**

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FREEMAN MYRE

DENTAL from 11A

West wanted to address. According to the U.S. Environmental Protection Agency, dentists discharge about 3.7 tons of mercury into municipal wastewater treatment plants annually.

In his clinic, West voluntarily installed amalgam separators that capture the pollutant before it can enter the wastewater system. Every six to 12 months, a dental supply company replaces each filter and safely disposes of the accumulated mercury.

EPA research indicates that separators, in conjunction with traps and vacuum pump filters, can capture more than 95 percent of the mercury discharged from a dental facility.

West has also turned to new technologies to create crowns and other dental restorations. The traditional process involves fabricating a physical mold to map the topography of patients' teeth and then a lengthy wait while a dental laboratory fashions a crown.

Now, an optical camera captures a digital impression. Precision milling on site forms the crown. In a single appointment, the dentist can create, place, stain and bond a crown.

Lasers rather than drills remove cavities. This reduces the need for anesthesia, diminishes loss of healthy structure and better prepares the tooth surface for bonding.

Lasers also provide an alternative to traditional methods of cleaning teeth. "Older techniques leave behind a bacterial film," West said, "but lasers kill



JONATHAN CASTNER

Dentist Gordon West in Lafayette blends the use of high-tech advances and green business practices to better serve his 2,000 patients.

the bacteria. The process is basically painless and the patient heals faster."

For treatment of soft tissue concerns, lasers sometimes replace scalpels and sutures. "Procedures are bloodless," West noted, "and very comfortable."

His dental practice also uses DNA testing. "In severe cases of periodontal disease, we take a swab and determine the DNA of the bacteria causing the problem," West said. "Then we can target an antibiotic to the specific bacteria."

Among the technologies West has recently adopted is a cone beam computed tomography scan that produces a three-dimensional representation of the patient's jawbone, joints and

teeth. This diagnostic tool facilitates precise insertion of implants that replace teeth lost to injury or decay.

Dental implants can help patients who have problems chewing, sneezing or smiling, West said. He pointed out that the scans can reduce the duration of surgery to minutes rather than the hour or more required with conventional images. "Patients typically have no post-operative pain," he added.

Pamela DeBellis, an engineer with Mackie DeBellis Associates LLC, a Boulder-based marketing consulting firm focused on medical devices, stressed the importance of this imaging tool for planning dental surgery.

BOULDER COUNTY SMILES PC

1140 West S. Boulder Road, Suite 201
Lafayette, CO 80026
303-665-5335
www.bouldercountysmiles.com
Gordon West, DDS, PC
Employees: 5
Primary service: dentistry
Founded: 2000

"Precise placement of a dental implant is crucial," she noted. "To reduce risk, the dentist needs to avoid involving the nerves in the lower jaw and the sinuses and the nose in the upper jaw."

Along with the latest technologies, West also seeks to institute green business practices. A current initiative focuses on reducing the clinic's consumption of paper.

"Since September 2008, we've been providing email reminders of appointments. Patients can confirm their appointment by pressing button," West said.

By the end of the year, postcard reminders of appointments will no longer be an option.

"We also want to make our charts digital rather than paper," West said. "But that takes a lot of doing." One constraint is the software currently available to manage dental practices. "It doesn't offer a seamless transition from paper to digital," he explained. "We've had to create our own templates. We progress in baby steps."

BRAND from 11A

company started carrying the Piccolo brand in March. The most popular flavors are the green chile smoked Gouda spread as well as the artichoke and basil pestos.

"They have been competing with the CIBO (CIBO Naturals) brand and Piccolo started to pull ahead," Gulizia said. "People are intrigued with a local company. They like the natural ingredients and the fact it's a freshly made product. I imagine it will gain in popularity."

When the company was founded in 2006, it was known as Chello Foods. A trademark issue prompted the name to change to Tellory Foods. When starting out with the Ciolo line, the co-founders looked at what wasn't available in dips and spreads on the market.

"A high-quality product that was preservative free and fresh didn't seem to exist," Kates said. "The decision makers at Whole Foods agreed."

There are now 13 full-time employees compared to four in 2006. They work in food preparation and packaging and have one office manager. Kates said she anticipates growing a lot, but won't need to hire more people. The current staff can handle the extra growth.

"Our growth is really all about Piccolo," she said. "And increasing our presence in other divisions of Whole Foods."

The staff produces 15,000 package units of both brands per week during a five-day production schedule. This

FINDING PICCOLO

Piccolo is found in more than 40 King Soopers stores, Lucky's Market in Boulder and in some select Vitamin Cottage stores. The brand is sold to more than 250 stores nationwide. In New York City, Fairway, Zabar's, Westside Markets, Amish Markets and Zaytuna Market carry the product. It's also found in Kings Markets in New Jersey and Eldorado Supermarket in New Mexico.

is an increase over the 6,000 packages per week in March 2007. Kates said her company showed a profit during the first six to eight months in business, but she declined to discuss any revenue figures. Tellory Foods has added 2,000 square feet to its Lafayette facility since opening in 2006.

At the end of last year, Kates said friends and family investors raised almost \$500,000. Kates and Tellam originally invested \$185,000 of their own funds for startup costs.

Aaron Kennedy, an adviser to Tellory Foods and founder of Broomfield-based Noodles & Company, said he thinks the wide range of flavors and offerings help the company beat the competition.

"No one offers the breadth of products in a broad line of high-quality dips, spreads and tapenades the way Tellory and Piccolo Foods have," he said. "Other manufacturers might do one thing, but not a broad offering of higher-quality natural ingredients. You begin to trust the brand because everything is good across the line."

ON THE JOB

Davidson



Fogarty



Hare



Holmstrom



Krische



Kyle



Sture

ADVERTISING, COMMUNICATIONS

Broomfield-based **Noodles & Company**, a chain of quick-casual noodle restaurants, has hired Dan Fogarty as vice president of marketing. Fogarty will be responsible for overseeing all marketing, advertising, public relations and brand development.

Boulder-based **Sterling-Rice Group** has hired Jill Holmstrom as account director. She will direct strategic, brand-building initiatives for Almond Board of California and be responsible for international strategy development and execution of communications platforms.

ARCHITECTURE, CONSTRUCTION

Dan Krische, vice president of Longmont-based **Krische Construction**, has achieved Leadership in Energy and Environmental Design AP accreditation through the U.S. Green Building Council. The accreditation distinguishes building professionals with the knowledge and skills to successfully steward the LEED certification process.

The **American Subcontractors Association of Colorado** has hired Henry "Corky" C. Kyle for its new position of director of government affairs and business services. Kyle has served the association 2001 as a contract lobbyist.

ARTS

Ballet Nouveau Colorado has named Eleni Grove communications manager for the Broomfield-based dance troupe. She will handle all of the company's marketing and public relations.

EDUCATION

Nestor Davidson, associate professor of law at the **University**

of **Colorado** at Boulder, 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.

University of Colorado at Boulder professor Mark Serreze has been named director of the National Snow and Ice Data Center, a campus center for data, research and information focusing on Earth's frozen regions. Serreze, a senior research scientist at the center since 2005 succeeds Roger Barry, who retired as the center's director in 2008.

University of Colorado at Boulder named Stein Sture interim provost for CU-Boulder. Sture currently serves as vice chancellor for research and dean of the graduate school at CU.

NASA astronaut John Grunsfeld has been named an adjunct professor in the astrophysical and planetary sciences department at the **University of Colorado** at Boulder.

HIGH TECH

Boulder-based **Mocapay**, a provider of a platform that supports mobile payments, marketing and distribution at point-of-sale, hired Wes Felteau, a senior software engineer. Felteau's previous experience includes the initial development of Sports Illustrated's NFL and MLB live-cast applications.

HOSPITALITY, RECREATION

Stan Brown has resigned as president of Broomfield-based **Vail Resort Inc.**'s Rock Resorts and Vail Resorts Lodging Company. Brown will become chief operating officer of Holiday Retirement Corp. Vail Resort's Chief Executive Rob Katz will oversee operations of Rock Resorts and Vail Resorts Lodging Co. until a replacement is found.

NONPROFIT

Colorado Preservation Inc. named James Hare executive director of the statewide historic preservation nonprofit organization that provides assistance in historic preservation to Colorado communities through a statewide network of information, education, training, expertise and advocacy. Previously, Hare was director of Cornerstones Community Partnerships, a nationally recognized historic preservation organization serving New Mexico, Southern Colorado, West Texas and the Greater Southwest.

REAL ESTATE

Jim Ditzel, senior broker associate at **Gibbons-White Inc.** in Boulder, received the Certified Commercial Investment Member designation by the CCIM Institute, a commercial real estate association. The designation is awarded upon completion of a graduate-level education curriculum and presentation of a portfolio of qualifying industry experience.

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@bcbr.com with On the Job in the subject line. Photos submitted will not be returned.

Library's resource helps businesses find customers

The business reference group at Boulder Public Library has been busy in 2009.

We have a number of things we are excited about. It's almost a cliché now that the sour economy is sending more and more people through our doors. Our job is to take care of our patrons, regardless of which way the winds are blowing. We're happy to find we can still offer great, free solutions to the information quandaries of the business community along with everyone else.

Perhaps the biggest development for us is that last month we quietly added a powerful new demographic-data tool to the suite of free business research products we offer our cardholders. The product is called "Business Decision," and we are very excited about the ways it will help entrepreneurs looking to set up shop in Boulder County.

Business Decision is a geographic information system-based service for both new and established business patrons who need good local demographic data and some guidance as to the conclusions that can be drawn from it. The product can be used for a variety of purposes, but, as we see it, its main function is to help small- and medium-size enterprises find new customers and increase sales to existing ones.

Business Decision is owned by CIV-ICTechnologies, a Pasadena, Calif.-based GIS application developer. The

firm helps agencies, institutions and (through libraries) individuals sift through the oceans of information available online and format it so that sensible decisions can be made.

How does this work in practice for people here in Boulder County? Let's say you want to open a retail bike shop in North Boulder.

You go to our Web site, boulderlibrary.org, and use your library card to log in to Business Decision. You then enter an exact address for your proposed storefront if you have one or a broader area such as a ZIP code. You then choose the size of the area around that site that you want to study; and the database will generate reports containing census information such as average income, numbers of married couples and the like.

But even more useful from a marketing point of view – it also includes the option of running what it calls a "Tapestry Segmentation Area Profile." This report uses categories created by ESRI, the GIS giant, to describe groups of people, telling you what types of folks live in your area and what their likes and dislikes might be.

For example, one prominent category of people living in the North

Boulder area around our hypothetical bike shop is called "Young & Restless." A look at the description for this group in the ESRI Community Tapestry Handbook describes them as single professionals who do a lot of communicating on the Internet, enjoy the radio and exercise at the gym and outside but eschew newspapers and may still be paying off student loans.

Our would-be bike shop owner will then be able to take these things into account when formulating his or her marketing and business plans. Newspaper ads would likely be a waste of money when trying to reach this group.

Patrons are already happy with the results they're getting for this database. Emenet Assefa, who is considering starting an import/export business in Boulder and is progressing on her business plan, visited us in late February. We ran some Business Decision reports for her. "It was very helpful," she said. "Databases (like this) are helping me see whether my business is feasible."

To play with Business Decision, go to boulderlibrary.org, choose Reference/Databases, and under the alphabetical list choose "B." You'll find it in the list of databases there. You can then log in quickly using the Express Login or, if you're ready to start generating reports and you don't want them visible to the rest of the community, create a personal login for yourself. We hope you have fun. As always, if questions arise, don't hesitate to con-

tact me or Business Librarian Eladia Rivera at the e-mail address or phone number below this column.

Another new online product that has our regular patrons talking is "Value Line," the venerable investment survey. Now, instead of coming into the library to photocopy Value Line's print reports on stocks and industries, our patrons can access this information online using their library cards and then use their own printers to preserve it if they wish. For those who prefer the print product it will still be available at our George Reynolds and Meadows branches. But every investing patron I've spoken to about Value Line has been excited to find it available to them 24/7 from the comfort of their own homes and offices.

Finally, we've been working hard to help patrons who suddenly find themselves in the job market and need guidance on how to find new employment. We have a special job resources counter set up behind the reference desk. It is chock full of useful books, handouts and contact information for other local agencies, such as Workforce Boulder County, which helps job seekers.

Terzah Becker is a reference specialist at the Boulder Public Library. Her column runs every other month in The Business Report. She welcomes comments and questions and can be reached by phone at 303-441-3194 or e-mail at beckert@bouldercolorado.gov.



LIBRARY BIZ
Terzah Becker

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CONSTRUCTION & ARCHITECTURE



COURTESY RICK BARCELOW/ARCHITECTURAL ILLUSTRATIONS

Rick Barcelow created this fictional depiction of homes on a golf course to show prospective clients his style of architectural renderings.

Barcelow draws on fine art skills to render architectural images

BY MONIQUE COLE
news@bcbr.com

BOULDER – When local developers and architects need to present their vision of a proposed construction project, they often turn to Boulder's Rick Barcelow.

For 30 years, his hand-drawn and painted renderings have added color, shadow, backdrops and people to make sterile plans come to life.

"They're the main communication link between the architect and the client or the municipality, or between the developer and the buyer," Barcelow explained. "It helps get their vision of what the final development will be into the minds of their audience."

Barcelow moved to Boulder in 1976, after two years studying architecture at Lansing Community College in his home state of Michigan, and six years of working hands-on in the home building industry. He is the sole proprietor of Barcelow Architectural Illustration, an S corporation.

A self-proclaimed, "self-taught artist," Barcelow also creates fine art — from abstract sunsets to beach scenes and mountain landscapes — sold primarily through word of mouth. "That's my outlet from having to follow someone else's design," he said. Barcelow works in a variety of media with his favorite being a combination of watercolor and pastels.

His artwork influences his architectural renderings. "It keeps it loose and helps to give it some touch," he

said. "I paint on location quite often — it adds natural lighting effects. I like to express the activity and the atmosphere."

Barcelow almost always includes people in his illustrations, conveying not just the buildings themselves, but how they are used and how they fit into the bigger scene of the



COURTESY RICK BARCELOW/ARCHITECTURAL ILLUSTRATIONS
Rick Barcelow combines artistry and computers to create architectural renderings for the commercial and residential architects and builders.

neighborhood. His characters look real because they are based on photographs of real people. "For me, the choreography of the scene is really important."

Although he finishes his illustrations by hand, Barcelow nearly always starts with a computer-generated

model produced in Autocad, Revit or SketchUp.

Barcelow is self-taught in architectural software, as well, though he said he received help from his close friend Colin Cantwell. Cantwell was a beta tester for SketchUp, a Boulder company that was bought by Google Inc.

A combination of architectural training, construction experience, fine art talent and software skills sets Barcelow apart from other illustrators, according to his clients.

"Rick has been an integral part of our success," said Dan Davis, builder sales director for Bosch Marketing Group LLC in Boulder. "Rick knows landscape and natural elements intimately, he visually describes these effectively to his audience."

Since 1979 Davis has used Barcelow for more than 30 illustrations of projects such as Provenance and Hover Ridge town homes in Longmont, Promontory at McKay Shores in Broomfield and Lake Valley Golf Course residences. "He conveys the intent of the developer or architect in early visuals, which help in the entitlement process," Davis said.

Tom Jarmon, an architect with Eric Smith Associates in Boulder agrees. "We've had planning staffs in cities who say, 'We've seen the computer drawings, but what is it really going to look like?'" Jarmon explained. Once they see one of Barcelow's illustrations, it helps close the deal.

Barcelow rents office space from ESA in a renovated historic church

► See **Barcelow, 15A**

Landscaper's designs rock Fletemeyer & Lee replicate nature

BY JENNIFER QUINN
news@bcbr.com

BOULDER – Over the past 35 years Jim Fletemeyer has worked with hundreds of residents and businesses to transform their landscape into a work of art.

As a landscape architect, he has been able to incorporate various types of rock, large boulders and vegetation to create outdoor designs including waterfalls, signage, benches, side-walks and arches.

Fletemeyer started the firm Fletemeyer & Lee Associates Inc., in 1978. Headquartered in Boulder, its work can be seen in Boulder County and throughout the Front Range.

Fletemeyer originally went to school for architecture, but when he could not find a job in his field, he turned to landscaping. His passion changed to site work where he mastered the skills required to create natural rock settings.

"The greatest compliment I can receive is when people think that the rocks were always there," he said. "The better settings are the ones that look natural in the landscape. This can be seen in rock cropping, where nature would create this by breaking and cracking the stones loose. I replicate that in urban and suburban areas."

Fletemeyer said you can try and draw what the rock setting will look like, but when dealing with boulders it is impossible to know exactly what it will end up looking like.

The firm has done work for Pikes Peak Community College, Front Range Community College and more than 11 years of projects with Regis University. Fletemeyer designed the donor recognition plaza at Regis Uni-

► See **Designs, 15A**



COURTESY FLETEMEYER & LEE ASSOCIATES INC.
Landscape architect Jim Fletemeyer has been creating natural rock settings for 35 years.

DESIGNS from 14A

versity, which incorporated a sitting area with running water in a rock landscape setting. He used slabs of sandstone to elevate the water and sandblasted into the sandstone giving it an aged effect.

Approximately 70 percent of the rock-setting business comes from conference center work and has been nationally recognized.

Rock work is an expensive investment for both commercial and residential buildings ranging in cost from \$20,000 to \$8 million per project. Because of the cost incurred with rocks, Fletemeyer & Lee has a small clientele.

Michael Redmond, associate vice president for physical plant and capital projects at Regis University in Denver, said Fletemeyer does all of the landscape design on the campus. Regis University has spent approximately \$4.5 million on rock work for the university including the entryway.

"Jim has incorporated a theme of sustenance at the campus," Redmond said. "The stone intersects the entire university and replaced the sidewalk with interlocking bricks. You can see his touch on the entire campus. The work is very sustainable and will not need to be replaced any time soon."

Redmond said the rock designs have enhanced the beauty of the campus. The students, staff and alumni enjoy walking around the university to view the rocks in various formations.

Carol Fier, a Boulder resident, used Fletemeyer & Lee to landscape their backyard to include a stone patio, waterfall, additional elevation and barbecue space.

"I was very impressed with the other properties he had worked on," she said. "We had him put together a plan and worked together to meet our



COURTESY FLETEMEYER & LEE ASSOCIATES INC.

Carol Fier, a Boulder resident, used Fletemeyer & Lee to landscape their backyard to include a stone patio, waterfall, additional elevation and barbecue space.

budget, timeframe and incorporated the things we wanted."

Fier was able to communicate her basic ideas, then Fletemeyer expanded on those ideas to bring the project to fruition.

"His rock work is superb, but he also added elevation and plants to make it very interesting," she said.

Other clients include Lost Antler Ranch in Estes Park, the Olympic Training Center in Colorado Springs, Pleasant View Sports Complex in Boulder and the memorial rock garden at St. Andrew Presbyterian Church in Boulder.

Fletemeyer works with his architect partner, David Lee and son Chad Fletemeyer who leads the construction management division. The firm has a staff of 10 in Boulder and two additional employees from other states. The business generates \$100,000 to

\$250,000 of revenue annually with its rock setting.

The stone and rock come from Poudre Canyon and the quarry in Black Hawk from the Rocky Mountains. Various crane companies are used to create the rock setting, which can take up to two months to complete. The rock setting can be challenging and requires hand signals and controlled movements. Once the rock is set it cannot be pulled out.

"The rock is telling me what I can do," Fletemeyer said. "It requires a virtual mindset and new center of gravity to point it and set it in that direction. That is what makes this work so fascinating. Boulders are massive and offer a sense of closeness and security. Rock work forces me and the others I work with to appreciate how the simplest of all elements in the landscape is so often overlooked."

BARCELOW from 14A

on lower Mapleton Hill and often teams with them in the early design stage. "Working right in such a successful architectural firm has been a tremendous learning experience," he said.

The shared space also comes in handy when deadlines are tight. "One of my favorite lines," Barcelow said, "is when Eric Smith walks in and says, 'Rick, what does your afternoon look like? I have a meeting tomorrow in Steamboat I need a drawing of this, and we haven't really designed it yet.'" Barcelow then becomes part of the design team, sketching buildings even as they are created.

Barcelow has pulled his share of late-night sessions at his home studio preparing for morning presentations. At the peak of the market about two years ago he was working 50- to 60-hour weeks.

The recession, though, has reduced his business to half of what it was at the peak. "I'm taking the downtime as an opportunity to dive into new techniques and technology," he said. "It's also an opportunity to reorganize." He is exploring ways to



COURTESY RICK BARCELOW/ ARCHITECTURAL ILLUSTRATIONS

This architectural rendering by Rick Barcelow brought One Boulder Plaza in Boulder to life long before construction began.

combine fine art and architectural illustrating, for example, painting buildings on university campuses or offering homeowners portraits of their homes.

But Barcelow is committed to staying focused on architecture. "This is

a great field, and this is just a downturn. We had one in the '80s, and we all survived," he said. "When it does recover, I'd like to see it recover in a more sustainable way. I wouldn't really want it to return to what we were doing two or three years ago."

PRODUCT UPDATE

Boulder-based **JNBridge LLC**, a Java and Microsoft .NET Framework software development company, released its latest version of JNBridgePro 4.1. The company's primary product connects Java and .NET Framework components and APIs together using Microsoft Visual Studio and Eclipse plug-ins that remove the complexities of cross-platform interoperability.

Boulder-based **InfoPrint Solutions Co.**, the joint venture between IBM Corp. and Ricoh Co Ltd., created a Postal Optimization ADF solution to maximize postal discounts, minimize waste and enable a more productive printing operation. The automated document factory Intelligent Mail-compliant system should help mailers see less returned mail, greater process control, lower postal rates and in some cases, reduced or eliminated sorter equipment.

Culinary Software Services in Boulder, a provider of back-of-the-house technology for the food-service industry, has added an electronic data interface with US Foodservice, one of the largest food purveyors in the United States, as add-on to ChefTec and CorTec software. The interface enables ChefTec and CorTec users to electronically place orders directly from ChefTec to US Foodservice. In addition, the interface will electronically confirm orders and provide invoices.

Boulder-based **InfoPrint Solutions Co.**, the joint venture between IBM Corp. and Ricoh Co Ltd., launched five new printers. InfoPrint Color 1834 is ideal for workgroups fewer than 10 people that require controlling color print access, producing consistent print quality and helping keep confidential jobs secure, InfoPrint Color 1854 offers lower cost-per-page and higher performance, InfoPrint Color 1846 MFP provides increased flexibility, functionality and high quality color output, InfoPrint Color 1856 MFP allows for duplex scanning, low cost-per-page and high performance, and InfoPrint Color 1866 MFP includes a hard drive and enhanced workflow performance.

Boulder-based **Occipital LLC**, launched RedLaser, an Apple iPhone application, which allows users to take a photo of a barcode to determine the item's price. The company's application, which costs \$1.99 via Apple's iPhone App Store, can search for online product prices and see Amazon.com Inc. results.

Boulder-based **Snikiddy LLC**, makers of Snikiddy Snacks, introduced Nacho Cheese Puffs, Oatmeal Chocolate Bites and Chocolate Chocolate Bites. The snacks are made of natural ingredients.

Superior-based **StillSecure**, a provider of secure network infrastructure solutions, launched a fully managed vulnerability management service for its ProtectPoint managed security services platform. When implemented as a service, vulnerability management also maximizes the efficiency of information technology resources and reduces the time it takes to scan and fix network vulnerabilities.

Boulder-based **Fittrbox Inc.** launched a new feature that allows its G2 users to receive real-time alerts via e-mail. The alerts, designed around the social networking Web site Twitter, helps companies track who is talking about them in real time and allow them to respond faster and address problems if needed.

Broomfield-based **WhiteWave Foods** teamed with Switzerland-based Hero Group to make and distribute Fruit2Day, a combination of all-natural fruit bits and juice in a bottle. The snack has a suggested retail price of \$3.79 for a two-pack of 6.75-ounce bottles.

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ARCHITECTURAL & DESIGN FIRMS

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

RANK	PREV. RANK	Company Address Phone/fax	Revenues 2008 Revenues 2007	No. of licensed architects: In Boulder & Broomfield counties Elsewhere No. of staff: In Boulder & Broomfield counties Elsewhere	Percent of business: Local Outside counties	Percent time: Architecture Construction management Interior design/Landscape/Planning Other	Percent business: Commercial Residential Government Other	Person in charge Year founded Headquarters Web site
1	1	OZ ARCHITECTURE 1805 29th St., Suite 2054 Boulder, CO 80301 303-449-8900/303-449-3886	\$43,450,000 \$54,366,000	26 51 54 85	15% 85%	85% 1% 8%/0%/6% 0%	25% 31% 40% 4%	Eduardo Illanes, President and Kelly Davis, Managing Principal 1964 Boulder www.ozarch.com
2	2	BOULDER ASSOCIATES ARCHITECTS 1426 Pearl St., Suite 300 Boulder, CO 80302 303-499-7795/303-499-7767	\$16,500,000 \$15,207,000	19 8 68 26	10% 90%	85% 0% 10%/0%/0% 5%	100% 0% 0% 0%	Craig D. Mulford, President 1983 Boulder www.boulderassociates.com
3	NR	SOPRIS HOMES LLC 6420 Gunpark Drive, Suite D Boulder, CO 80301 303-527-0000/303-527-0001	\$8,500,000 N/A	N/A N/A 5 N/A	N/A N/A	N/A N/A N/A N/A	N/A N/A N/A N/A	John Stevens, Manager 1993 Boulder www.soprishomes.com
4	4	ERIC SMITH ASSOCIATES 2241 17th St. Boulder, CO 80304 303-442-5458/303-442-4745	\$4,600,000 \$4,000,000	8 2 17 2	40% 60%	70% 0% 0%/30%/0% 0%	36% 60% 0% 4%	Eric P. Smith, President 1973 Boulder www.esapc.com
5	5	KNUDSON GLOSS ARCHITECTS/PLANNERS 4820 Riverbend Road Boulder, CO 80301 303-442-5882/303-442-5888	\$3,747,629 \$3,857,457	5 0 16 0	10% 90%	85% 0% 5%/0%/10% 0%	5% 95% 0% 0%	Paul Mahony, Principal; Marty Beauchamp, Principal; John Knudson, President and Jerry Gloss, Vice President 1977 Boulder www.kgarch.com
6	7	ANIMAL ARTS 735 Walnut St. Boulder, CO 80302 303-444-4413/303-444-1759	\$2,360,000 \$1,925,000	4 0 15 0	5% 95%	100% 0% 0%/0%/0% 0%	85% 5% 10% 0%	Mark Hafen, AIA, Principal 1979 Boulder www.animalarts.biz
7	6	DESIGN CONCEPTS CLA INC. 211 N. Public Road, Suite 200 Lafayette, CO 80026 303-664-5301/303-664-5313	\$2,000,000 \$2,100,000	5 0 18 0	25% 75%	0% 0% 0%/70%/30% 0%	N/A N/A N/A N/A	Carol Henry, Principal 1981 Lafayette www.dclai.net
8	9	STEPHEN SPARN ARCHITECTS PC 1731 15th St., Suite 250 Boulder, CO 80302 303-442-4422/303-442-4471	\$1,307,000 \$1,176,345	3 0 8 0	80% 20%	65% 0% 5%/0%/30% 0%	5% 95% 0% 0%	Stephen Sparn, President 1975 Boulder www.sparn.com
9	NR	FLETEMEYER & LEE ASSOCIATES 2505 Walnut St., Suite 200 Boulder, CO 80302 303-443-3750/303-443-3903	\$1,192,000 N/A	4 0 11 0	30% 70%	30% 0% 0%/23%/47% 0%	90% 8% 0% 2%	Jim Fletemeyer, President 1978 Boulder www.flaboulder.com
10	8	TERRA VERDE ARCHITECTS LLC 2625 28th St., Suite 200 Boulder, CO 80302 720-565-3929/720-565-3931	\$967,000 \$1,226,786	2 1 8 1	50% 50%	90% 0% 5%/0%/5% 0%	15% 80% 5% 0%	Mark S. Queripel, Principal 1996 Boulder www.terraverdearch.com
11	NR	RDS ARCHITECTURE 8713 Baseline Road Lafayette, CO 80026 303-880-2899/303-543-7607	\$840,000 \$680,000	1 0 2 0	100% 0%	50% 50% 0%/0%/0% 0%	0% 100% 0% 0%	Doug Baumgartner, Owner 1990 Lafayette www.rdsarchitecture.com
12	11	PEH ARCHITECTS INC. 1319 Spruce St., Suite 207 Boulder, CO 80302 303-442-0408/303-447-1905	\$820,155 \$806,290	2 5 1 0	45% 0%	50% 0% 10%/10%/10% 20%	45% 25% N/A 15%	Peter Heinz, Owner 1985 Boulder www.peharchitects.com
13	10	GARTH BRAUN ASSOCIATES PC 2014 Pearl St. Boulder, CO 80302 303-447-1859/303-447-2290	\$775,000 \$1,135,000	1 0 1 0	70% 30%	65% 10% 0%/0%/5% 20%	45% 15% 0% 40%	Garth Braun, Owner 1984 Boulder www.GBAarch.com
14	12	OLSON ARCHITECTURE INC. P.O. Box 1024 Niwot, CO 80544-1024 303-652-2668/303-652-2717	\$650,000 \$650,000	1 0 6 0	60% 40%	100% 0% 0%/0%/0% 0%	35% 65% 0% 0%	Anne Olson, AIA, President 1994 Niwot www.olsonarchitecture.com
15	13	BVZ ARCHITECTS 3445 Penrose Place, Suite 210 Boulder, CO 80301 303-442-0295/303-442-0296	\$539,500 \$608,500	3 0 5 0	25% 75%	80% 0% 5%/5%/10% 0%	30% 60% 0% 10%	Gary Brothers, AIA and Owner and James VanderVorst, AIA and Owner AIA/Owners 1988 Boulder www.bvzarchitects.com
16	15	ARCHITECTURE INC. 3008 Folsom St. Boulder, CO 80304 303-444-6902/303-442-6160	\$386,500 \$495,000	1 0 4 0	95% 5%	85% 0% 5%/0%/10% 0%	25% 75% 0% 0%	Adrian Sopher, President 1993 Boulder www.arch-inc.com
17	14	ARCADEA ARCHITECTURE 741A Pearl St. Boulder, CO 80302 303-449-6605/303-449-2148	\$320,000 \$575,000	3 0 5 0	50% 50%	83% 0% 15%/2%/0% 0%	25% 75% 0% 0%	David Biek, Principal 1995 Boulder www.arcadea.com
18	18	VAST ARCHITECTURE 1720 15th St. Boulder, CO 80302 303-442-3700/303-447-0307	\$298,265 \$296,700	1 0 5 0	75% 25%	60% 10% 15%/5%/5% 5%	25% 50% 0% 25%	C. Joseph Vigil, Architect and V. Brandy LeMae, Designer/LEED A.P. 2000 Boulder www.VaSTarchitecture.com
19	16	DNA - DESIGN NETWORK ASSOCIATES 1517 Easy Rider Lane, Suite 202 Boulder, CO 80304 303-995-9290/303-449-9289	\$256,000 \$350,000	1 0 3 0	60% 40%	100% 0% 0%/0%/0% 0%	0% 100% 0% N/A	Jim McCutcheon, Owner/Architect 1989 Boulder www.dnaboulder.com
20	NR	HOWER ARCHITECTS 711 Walnut St. Boulder, CO 80302 303-447-9465/303-447-9923	\$225,409 \$254,110	1 0 1 0	50% 50%	80% 20% 10%/5%/5% 5%	45% 55% 0% 0%	Roland Hower, Owner 1997 Boulder www.howerarchitects.com
21	NR	ARCHITECTURAL PARTNERSHIP INC. 3803 26th St. Boulder, CO 80304 303-442-8202/303-442-8267	\$216,300 \$255,109	1 0 1 0	50% 50%	100% 0% 0%/0%/0% 0%	0% 100% 0% 0%	John Woodward Mink, AIA 1992 Boulder N/A
22	NR	JEFFREY K. ABRAMS ARCHITECT PC 1526 Spruce St. Boulder, CO 80302 303-440-5497/303-442-0815	\$158,000 N/A	1 0 1 0	N/A N/A	N/A N/A N/A N/A	5% 95% N/A 0%	Jeff Abrams, President 1972 Boulder www.jkadesign.net
23	17	M. WARD & ASSOCIATES INC. 4141 Arapahoe Ave., Suite 102 Boulder, CO 80303 303-442-1201/303-415-0604	\$140,000 \$300,494	1 0 1 0	10% 90%	80% 20% 10%/5%/5% 0%	5% 95% 0% 0%	Mark Ward, President 1987 Boulder N/A
24	22	MC MENAMIN DESIGN ASSOCIATES LLC 808 Spyglass Circle Louisville, CO 80027-3246 303-665-4592/303-665-4593	\$97,350 \$41,723	1 0 1 0	50% 50%	60% 0% 30%/10%/0% 0%	80% 20% 0% 0%	Greg McMenamin, President 1996 Louisville www.mcdallic.com
25	21	WILDER ARCHITECTURE & PLANNING, PC 104 E. Simpson Street Lafayette, CO 80026 303-665-5034/303-666-7067	\$75,600 \$102,264	1 0 1 0	50% 50%	92% 1% 1%/1%/5% 0%	15% 85% 0% 0%	Patricia Wilder Dallarosa, President 2003 Lafayette www.wilder-architecture.com
26 TIE	NR	BARRETT STUDIO ARCHITECTS 1944 20th St. Boulder, CO 80302 303-449-1141/303-449-9320	N/A N/A	3 0 9 0	N/A N/A	70% 0% 5%/0%/25% 0%	30% 30% N/A 40%	Maggie Flickinger, Business Director; David Barrett, AIA, Principal in Charge of Design and Sam Nishek, LEED AP, Principal in Charge of Building Technology 1977 Boulder www.barrettstudio.com
26 TIE	23	SURROUND ARCHITECTURE INC. 1727 15th Street, Suite 200 Boulder, CO 80302 303-440-8089/303-440-8981	N/A N/A	3 0 3 0	80% 20%	80% 5% 10%/0%/5% 0%	10% 85% 5% 0%	Dale Hubbard, Principal 2005 Boulder www.surroundarchitecture.com
28	NR	SAPORITO ARCHITECTS 2765 7th St. Boulder, CO 80304 303-443-8605	N/A N/A	2 0 2 0	65% 35%	75% 0% 0%/0%/25% 0%	25% 75% 0% 0%	Paul Anthony Saporito, Owner 1984 Boulder N/A

*Second ranking criteria is number of licensed architects.

N/A: Not available.

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

SOURCE: BUSINESS REPORT SURVEY

RESEARCHED BY Beth Edwards

TECHNOLOGY

FOCUS: AEROSPACE

Keeping Hubble alive

Ball Aerospace instruments extend space telescope's life

BY DOUG STORUM
dstorum@bcbr.com

BOULDER — All of the instruments on board NASA's Hubble Space Telescope are now Ball Aerospace-built following a service mission completed earlier this month by astronauts on board the shuttle Atlantis.

Deployed in 1990, the Hubble Telescope is an orbiting astronomical observatory that is increasing our understanding of the makeup of the universe.

Boulder-based Ball Aerospace & Technologies Corp. has been involved in the Hubble program throughout its history, having built seven instruments for Hubble, including five working instruments.

Ball Aerospace built the Cosmic Origins Spectrograph and the Wide Field Camera 3 installed by astronauts during the recent servicing mission. They are expected to extend the operating life of the telescope until at least 2013 and greatly enhance its scientific capability.

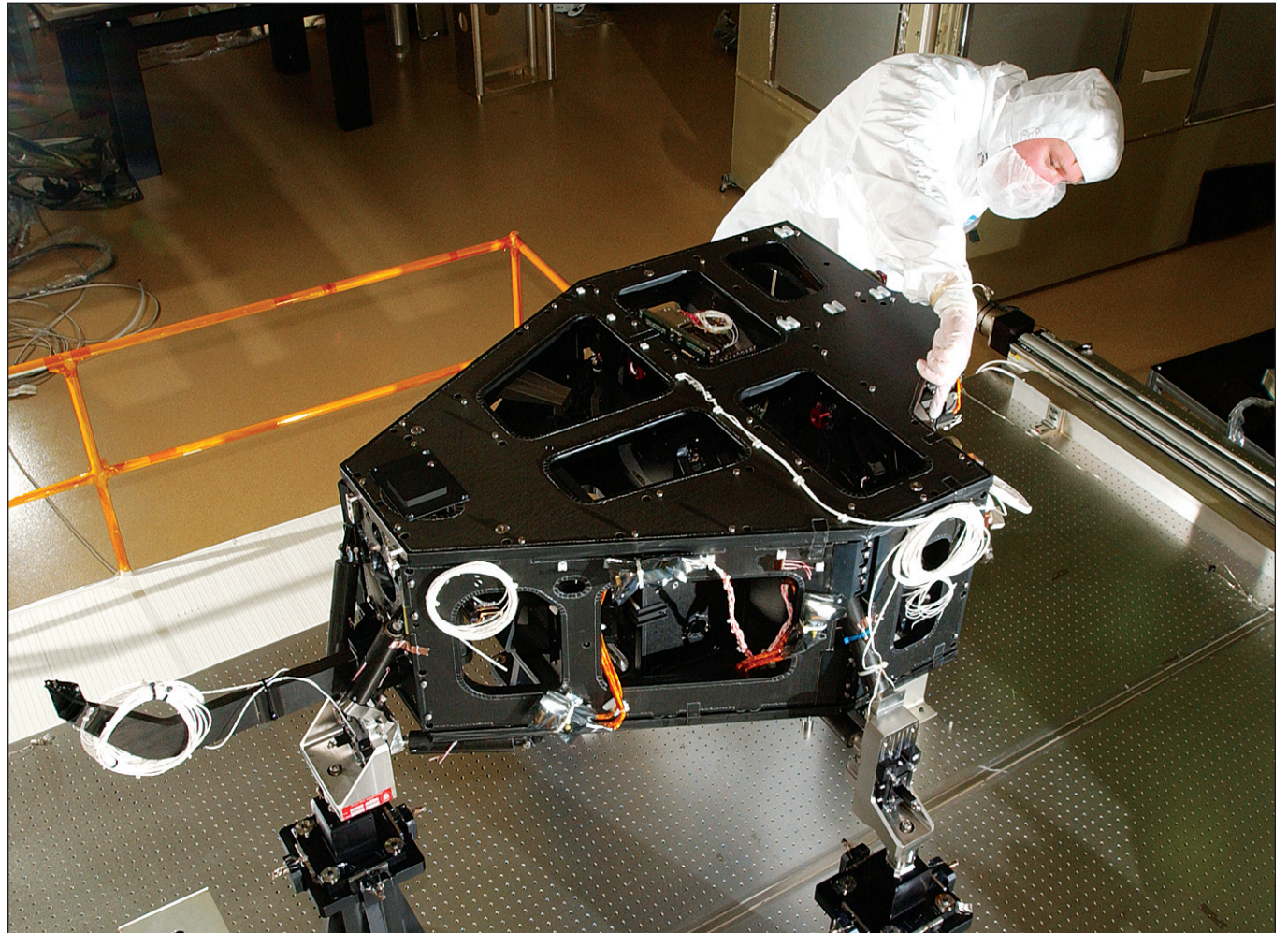
During the 11-day mission, astronauts installed the Cosmic Origins Spectrograph and the Wide Field Camera 3 and upgraded two critical Ball instruments: the Space Telescope Imaging Spectrograph, installed in 1997; and the Advanced Camera for Surveys, installed during the 2002 servicing mission.

Each of the Ball Aerospace-built science instruments incorporated cutting-edge technological advancements that provide Hubble new capabilities, helping scientists peer into the heavens deeper than ever before.

"Ball Aerospace is extremely proud to be part of NASA's historic return to the Hubble Space Telescope," said David L. Taylor, president and chief executive of Ball Aerospace & Technologies Corp. "Hubble has provided us with the most amazing images in the universe and will expand those offerings following installation of the two new instruments provided by Ball Aerospace."

Ball has made significant contributions to the Hubble program for more than 30 years and became a key player after Ball engineers designed and built the part that compensated for a flaw in the original mirror and enabled optimum performance of several science instruments.

The new Wide Field Camera 3 should improve Hubble's photo capability by providing an expansive field of view, high sensitivity and wide spectral coverage.



COURTESY BALL AEROSPACE & TECHNOLOGIES CORP.

The Wide Field Camera 3 made by Ball Aerospace & Technologies Corp. in Boulder improves the Hubble Space Telescope's imaging capability by providing an expansive field of view, high sensitivity and wide spectral coverage.

BALL ON BOARD

Ball Aerospace has built seven instruments for the Hubble Space Telescope:

- * Cosmic Origins Spectrograph, installed during 2009 servicing mission
- * Wide Field Camera 3, installed during 2009 servicing mission
- * Advanced Camera for Surveys, installed during 2002 servicing mission
- * Space Telescope Imaging Spectrograph, axial replacement installed in 1997
- * Near-Infrared Camera and Multi-Object Spectrometer, axial replacement installed in 1997
- * Corrective optics space telescope axial replacement, the supplemental optics installed in 1993 to correct Hubble's blurry vision
- * Goddard High Resolution Spectrograph, one of the original science instruments, removed in 1997

The Cosmic Origins Spectrograph replaced the existing Ball Aerospace-built optics package that corrected the aberrated light from the Hubble primary mirror in 1993. The new spectrograph will be nearly 10 times more sensitive in the far-ultraviolet and will observe distant quasars, star-like objects, too faint for previous spectrographs.

The third objective of service mission was to repair Hubble's out-of-commission

instruments. Ball built and assembled more than a thousand new tool parts used by astronauts to repair the Space Telescope Imaging Spectrograph, first installed in 1997; and the Advanced Camera for Surveys.

"The NASA contractor teams including the Ball team have built great tools in a very short time frame to allow us to do this task," said astronaut John Grunsfeld when he and other crew members visited Ball Aerospace in November 2008. Grunsfeld has likened the repair of Hubble equipment to "brain surgery" in space, because neither instrument was designed to be repaired on orbit.

The Advanced Camera for Surveys is a third-generation Hubble instrument that greatly enhanced the telescope's imaging capabilities. It allows the telescope see celestial objects far beyond the reach of current Hubble instruments and in a fraction of the time. This phone booth-size instrument has a wide field of view and high throughput mirrors with higher reflectivity, and it has larger and more sensitive detectors than its Hubble predecessors. It surveys far regions of the universe, searches for extrasolar planets and observes weather and

“Hubble has provided us with the most amazing images in the universe and will expand those offerings following installation of the two new instruments provided by Ball Aerospace.”

David L. Taylor

PRESIDENT, CHIEF EXECUTIVE,

BALL AEROSPACE & TECHNOLOGIES CORP.

other features on planets in our own solar system.

The Space Telescope Imaging Spectrograph helps scientists understand the origins, properties and dynamics of stars as well as planets and their moons.

Avoid becoming a lender to your vendor, customers

EDITOR'S NOTE: This is the second of a two-part series on vetting vendors and customers in tough economic times. The first part was published in the May 1 issue of the Business Report.

In our last article on how businesses are now, willingly or unwillingly, de facto lenders to their vendors and customers, we discussed researching those vendors and customers.

Contract terms, realistic collection efforts, renegotiations, and litigation and bankruptcy strategies are additional ways you can protect your

company from shaky suppliers or buyers.

To team with good vendors and customers, look at contract terms as a way to ensure faster payments, upfront payments and better relationships with customers and vendors.

Terms that you should consider:

Discounts. "Two percent discount if paid within 5 days, net 30 days." Some



TECH LAW
Rob Quinn
and Joyce Colson

larger companies have a mandate to take discounts wherever possible and penalize their payables department if they don't take the discount.

Retainer. A retainer each month up front based on expected billing hours. Variations on this include a retainer for 60 days of anticipated billings.

Emergency service fee. A charge for after hours or expedited services — a rush job.

Dispute escalation procedures. The last thing you want is to be trapped in a dispute with another company while your invoices remain unpaid. This type of clause allows you to escalate the dispute from the front line to the management level who have authority to resolve and most importantly. This often overlooked clause is critical in disputes with large companies.

Making the call. If the customer has not paid, the vendor has not delivered — you need to swing into action and calls need to be made. Outline the punitive steps you will take including rights you have under the contract, make frequent calls and have someone make a personal visit.

If these nonlegal steps do not work, make a realistic assessment of the debtor's ability to pay or the vendor's ability to deliver before you incur significant legal fees. If you can get a reduced immediate payment or a workout arrangement, this may be preferable to an uncollectable judgment. If you are going to terminate the contract, do it in writing. If you intend to pursue this debt, get a lawyer to write the collection letter. If you decide to file suit, whether you give up a portion of your claim to a collection agency or contingent fee counsel depends on debtor's financial status.

When to renegotiate. If the customer or vendor's financials, i.e. credit and payment history and current financials, warrant renegotiation and the product or service warrants contract continuation, renegotiation may be an option.

Take a very hard look at the profit margin on the contracts, whether the company on the other side is high maintenance, and the extent of risk or down side in terminating a contract. If renegotiating seems viable, remember that this negotiation will be different

because of your prior relationship — there is less mutual benefit in renegotiating contracts — allocating risks and losses is much harder.

Read your contract. There may be termination provisions, benchmarking requirements on pricing, scope provisions that allow you to curtail or limit work and governance provisions that can get the other side's executives involved. Talk directly to the other side about your intentions regarding curtailment or termination—you may get them to alter terms to reflect market trends before you need to send a termination notice.

What to do if it hits the fan.— If you have received notice of either a lawsuit or a bankruptcy filing, make sure you contact litigation or bankruptcy counsel before taking any steps to file a bankruptcy claim, extract payment or renegotiate.

Be aware that bankruptcy debtors through the bankruptcy trustee often seek to set aside payments made within 90 days of the bankruptcy filing, i.e. it is a "preferential transfer" that they contend must be repaid. However, this is a common ploy of bankruptcy trustees—they send out mass mailings of "preference demand letters."

The key under bankruptcy law is whether you received payments within the "ordinary course of business." Send a letter to the claimant asking them to furnish you with any information they have supporting the preference claim. Once you get that information, you need to analyze your defenses. If a large claim is involved, get bankruptcy counsel. Send a detailed letter setting forth your defenses to the claimed amounts.

If you desire to make a settlement, do a cost-benefit analysis. Do not forego your negotiating power, you have the money.

Use these practical strategies and confer with bankruptcy counsel.

Joyce Colson and Rob Quinn are partners in the Boulder law firm Colson-Quinn. Colson-Quinn represents established and emerging entrepreneurial Colorado companies in corporate and intellectual property matters. They can be reached at 303.415.2557 or by e-mail at joyce@colsonquinn.com or rob@colsonquinn.com.

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AEROSPACE COMPANIES

(Companies in Boulder & Broomfield counties ranked by revenues.)

RANK	PREV. RANK	Company Address Phone/Fax	Revenues 2008 2007 Fiscal year end	Local employees Local offices Headquarters	Products/services	Person in charge Owner Web site Year founded
1	1	LOCKHEED MARTIN INTEGRATED SYSTEMS & SOLUTIONS 6304 Spine Road Boulder, CO 80301 303-581-4200/303-581-4250	\$42,731,000,000 \$41,862,000,000 Dec. 31	N/A N/A Bethesda, Md.	A lead systems integrator and information technology company conducting business mainly with the U.S. dept. of Defense and U.S. federal government agencies.	Robert J. Stevens, CEO Publicly held www.lockheedmartin.com 1971
2	2	BALL AEROSPACE & TECHNOLOGIES CORP. 1600 Commerce St. Boulder, CO 80301-2734 303-939-4000/303-939-5367	\$746,500,000 \$787,800,000 Dec. 31	2,673 1 Boulder	Ball Aerospace develops and manufactures spacecraft, advanced instruments and sensors, components, data exploitation systems and RF solutions for strategic, tactical and scientific applications, for the Department of Defense, NASA, NOAA and other U.S. government and commercial entities.	David L. Taylor, CEO and President Publicly held subsidiary of Ball Corp. www.ballaerospace.com 1956
3	3	PILATUS BUSINESS AIRCRAFT LTD. 11755 Airport Way Broomfield, CO 80021 303-465-9099/303-465-9190	\$243,500,000 \$214,115,000 Dec. 31	68 1 Stans, Switzerland	Completion and distribution of Swiss-engineered and manufactured single-engine turboprop nine-passenger aircrafts; custom aeronautics installations.	Thomas Bosshard, CEO and Martha Geissshvesler, CFO Pilatus Aircraft Ltd. www.pilatus-aircraft.com 1996
4	4	CU LABORATORY FOR ATMOSPHERIC AND SPACE PHYSICS (LASP) 1234 Innovation Drive Boulder, CO 80303-7814 303-492-6412/303-492-6444	\$50,000,000 \$48,000,000 June 30	380 2 Boulder	Planetary, atmospheric and space sciences research; engineering division designs and builds space flight hardware; mission operations division operates spacecrafts.	Daniel Baker, Director University of Colorado http://lasp.colorado.edu 1948
5	6	AIR COMM CORP. 3330 Airport Road Boulder, CO 80301 303-440-4075/303-440-6355	\$11,000,000 \$10,600,000 Dec. 31	60 1 Boulder	Climate control systems for civil and military aircraft.	Keith Steiner, President N/A www.aircommcorp.com 1987
6	7	COMPOSITE TECHNOLOGY DEVELOPMENT INC. 2600 Campus Drive, Suite D Lafayette, CO 80026-3359 303-664-0394/303-664-0392	\$5,807,775 \$7,000,000 Dec. 31	39 1 Lafayette	Develops disruptive products, enabled by novel materials and unique engineering methods developed by CTD for the Space, Aerospace, Marine, Medical, Energy, Oil and Gas, Sporting Equipment, and other markets.	Naseem Munshi, President N/A www.ctd-materials.com 1988
7	9	ST. VRAIN MANUFACTURING INC. 819 S. Lincoln St. Longmont, CO 80501 303-702-1529/303-702-1534	\$2,678,555 \$2,670,206 Dec. 31	25 1 Longmont	Precision machining of space flight hardware for the aerospace industry.	Bob Bergstrom, President N/A www.stvrainmfg.com 1995
8	NR	STACY MACHINE & TOOLING INC. 2400 Industrial Lane, Suite 700 Broomfield, CO 80020 303-465-3922/303-465-6061	\$1,800,000 \$1,800,000 Dec. 31	25 1 Broomfield	Manufacturing services, product development, prototyping and tooling.	Patrick Stacy, Pres and President N/A www.stacytool.com 1986
9	10	REDSTONE AEROSPACE 105 S. Sunset St., Suite T Longmont, CO 80501 303-684-8125/303-684-8100	\$1,500,000 \$1,400,000 Dec. 31	7 1 Longmont	Cryogenic subsystems and components and opto-mechanical subsystems and components for science and defense markets.	Robert Levenduski, President Privately held www.redstoneaerospace.com 1998
10	11	LEFT HAND DESIGN CORP. 7901 Oxford Road Longmont, CO 80503-8704 303-652-2786/303-652-2021	\$951,837 \$1,300,000 Dec. 31	9 1 Longmont	Precision positioning components: fine-steering mirrors, fast-steering mirrors, active isolation systems, motion simulators, linear electro-magnetic actuators, pointing systems.	Lawrence Germann, President Privately held www.lefthand.com 1993
11	5	SPACEDEV INC. 1722 Boxelder St. Louisville, CO 80027 303-530-1925/303-530-2401	N/A \$34,700,000 Dec. 31	143 1 Sparks, Nev.	Mechanisms providing critical spacecraft functions.	N/A Sierra Nevada Corp. www.spacedev.com 1986
12	NR	SIMAUTHOR INC. 5775 Flatiron Parkway, Suite 120 Boulder, CO 80301-5730 303-545-2132/303-545-2133	N/A N/A Mar 31	40 1 Boulder	Flight data analysis and animation software for aviation and military operations around the world.	Charlie Douglas, President QinetiQ North America www.simauthor.com 1997
13	13	VALIDATED SOFTWARE CORP. 2590 Trailridge Drive E., Suite102 Lafayette, CO 80026 303-531-5290	N/A N/A Dec. 31	12 1 Lafayette	Software development, testing services and validation suites with emphasis on mission-critical and safety-critical systems meeting national and international standards; experience with FAA requirements (RTCA DO-178B) and IEC-61508 for software development.	Scott Nowell, President Privately held www.validatedsoftware.com 1999
14 TIE	15	COMPUTER ACCESS LLC 317 Bross St. Longmont, CO 80501 303-684-9555/303-684-9669	N/A N/A Dec. 31	10 1 Longmont	Satellite engineering, information technology and telecommunications.	Bill Sims, Manager Diane Kirkpatrick www.phosci.com 1996
14 TIE	14	TECHNOLOGY APPLICATIONS INC. 5700 Flatiron Parkway, Suite 5701A Boulder, CO 80301 303-443-2262 ext. 118/303-443-1821	N/A N/A Dec. 31	10 1 Boulder	Cryogenic and thermal management systems research and development for aerospace and commercial applications.	Robert Mohling, President Robert & Marilyn Mohling www.techapps.com 1994
16 TIE	NR	BACH RESEARCH CORP. 2200 Central Ave. Boulder, CO 80301 303-444-3602/303-444-3633	N/A N/A Dec. 31	9 2 Boulder	Custom precision optics and diffraction gratings for research applications.	Eric Bach, President Privately held www.bachresearch.com 2003
16 TIE	NR	APPLIED DESIGN CORP. 211 Meadow View Parkway Erie, CO 80516 303-444-3125/303-444-3126	N/A N/A Dec. 31	6 1 Boulder	Technology product branding, market assessment, technology transfer, and IP protection and exploitation via patents, trademarks and licensing, technical risk assessment and management.	Michael Messaros, President and CEO and Principal and Sharlene M. Messaros, Chairwoman Private ownership www.applieddesigncorp.com 2001
16 TIE	16	BROAD REACH ENGINEERING P.O. Box 4158 Boulder, CO 80306 303-216-9777/303-216-9778	N/A N/A Dec. 31	6 1 Tempe, Ariz.	Builds space flight hardware, software and vehicles that serve the needs of the science and space technology community.	Gary Felix, Executive director and Vice President of Business and Legal Affairs and Chris McCormick, Owner Privately held www.broad-reach.net 1997
16 TIE	NR	J. MESINGER CORPORATE JET SALES INC. 3025 47th St., Suite D2 Boulder, CO 80301 303-444-6766/303-444-6866	N/A N/A Dec. 31	6 1 Boulder	Corporate aircraft brokerage, including sales, acquisition and consulting.	Jay Mesinger, CEO and President and Josh Mesinger, Vice President N/A www.jetsales.com 1974
20 TIE	16	ADVANCED ALLOYS INC. 600 S. Sunset St., Suite B Longmont, CO 80501 303-702-1997/303-702-1998	N/A N/A Dec. 31	5 1 Longmont	Precision welding, fabrication, prototype and production for the aerospace industry.	Stan Neighbors, President Privately held N/A 1992
20 TIE	NR	AEROSPACE TECHNOLOGIES INTERNATIONAL INC. 2945 Center Green Ct. South, Ste. C Boulder, CO 80301-5412 303-449-1003/303-449-1221	N/A N/A Oct. 31	5 1 Boulder	Providers of aerospace components and services to the domestic and international aviation communities.	N/A N/A www.atintl.net N/A
20 TIE	NR	ALLIANCE SPACESYSTEMS LLC 5775 Flatiron Parkway, Suite 200 Boulder, CO 80301 303-881-5087	N/A N/A Dec. 31	5 1 Boulder	Alliance is a provider of robotics, custom design and fabrication in composites structures, mechanisms, mechanical systems engineering, and mechanical analyses for systems operating in extreme environments.	Carl Buck, General manager MacDonald Dettwiler www.alliancespacesystems.com 2006
23	17	MORGAN TECHNOLOGIES 8101 I-25 Frontage Road, Unit 4 Erie, CO 80516 303-651-1990/303-651-2017	N/A N/A Dec. 31	4 1 Erie	Manufacturer of aerospace parts.	William Morgan, President Privately held N/A N/A

N/A: not available.

Number of local employees is the secondary ranking criteria.

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

SOURCE: BUSINESS REPORT SURVEY RESEARCHED BY Beth Edwards

EXISTING HOME SALES

April 2009 Statistics

Year-to-Year Comparison

Location	Total# Sold	Inventory	Avg. Sales Price	Avg. to Days Contract	Median Sales Price	Total # Sold			Average Sales Price			Average Days to Contract			Median Sales Price		
						4/01/07-3/31/08	4/01/08-3/31/09	%chg	4/01/07-3/31/08	4/01/08-3/31/09	%chg	4/01/07-3/31/08	4/01/08-3/31/09	%chg	4/01/07-3/31/08	4/01/08-3/31/09	%chg
Boulder	39	552	\$725,617	75	\$555,000	916	677	<26.1>	\$652,209	\$651,573	<.1>	65	66	1.5	\$545,000	\$535,000	<1.8>
Broomfield	19	204	\$366,636	179	\$289,900	397	366	<7.8>	\$383,300	\$388,688	1.4	88	85	<3.4>	\$318,000	\$344,588	8.4
Erie	16	197	\$361,062	80	\$319,000	313	288	<8>	\$350,610	\$347,350	<.9>	89	84	<5.6>	\$303,246	\$307,000	1.2
Lafayette	17	136	\$315,750	43	\$279,000	280	243	<13.2>	\$401,966	\$347,044	<13.7>	69	78	13	\$310,000	\$313,250	1
Longmont	70	491	\$241,917	67	\$220,000	1105	965	<12.7>	\$273,601	\$248,179	<9.3>	84	75	<10.7>	\$238,000	\$220,000	<7.6>
Louisville	16	88	\$339,794	41	\$310,000	242	195	<19.4>	\$391,450	\$388,455	<.8>	41	50	22	\$352,500	\$349,000	<1>
Superior	7	68	\$368,214	42	\$342,000	160	117	<26.9>	\$418,845	\$432,134	3.2	54	66	22.2	\$394,000	\$405,000	2.8
Mountains	8	343	\$424,750	237	\$348,000	306	254	<17>	\$448,459	\$453,178	1.1	127	118	<7.1>	\$359,500	\$349,900	<2.7>
Plains	12	404	\$575,875	184	\$438,000	423	270	<36.2>	\$677,207	\$628,520	<7.2>	86	83	<3.5>	\$500,000	\$480,000	<4>
Total	204					4,142	3,375										

EXISTING CONDO SALES

April 2009 Statistics

Year-to-Year Comparison

Location	Total# Sold	Inventory	Avg. Sales Price	Avg. to Days Contract	Median Sales Price	Total # Sold			Average Sales Price			Average Days to Contract			Median Sales Price		
						4/01/07-3/31/08	4/01/08-3/31/09	%chg	4/01/07-3/31/08	4/01/08-3/31/09	%chg	4/01/07-3/31/08	4/01/08-3/31/09	%chg	4/01/07-3/31/08	4/01/08-3/31/09	%chg
Boulder	45	505	\$356,474	85	\$228,500	770	724	<6>	\$298,162	\$298,748	0.2	72	76	5.6	\$243,000	\$254,800	4.9
Broomfield	6	42	\$193,026	97	\$157,000	91	82	<9.9>	\$235,361	\$220,260	<6.4>	129	132	2.3	\$230,181	\$219,107	<4.8>
Erie	3	25	\$180,893	28	\$196,679	45	20	<55.6>	\$257,163	\$213,723	<16.9>	122	152	24.6	\$186,900	\$181,000	<3.2>
Lafayette	6	46	\$167,108	134	\$120,000	139	103	<25.9>	\$188,950	\$184,809	<2.2>	85	83	<2.4>	\$181,000	\$170,000	<6.1>
Longmont	18	162	\$185,117	167	\$190,500	237	211	<11>	\$195,218	\$182,810	<6.4>	113	104	<8>	\$182,000	\$164,000	<9.9>
Louisville	3	39	\$176,500	71	\$182,000	84	54	<35.7>	\$206,294	\$221,137	7.2	83	75	<9.6>	\$203,000	\$218,000	7.4
Superior	3	24	\$178,666	55	\$175,000	48	40	<16.7>	\$200,903	\$225,672	12.3	101	84	<16.8>	\$180,000	\$212,500	18.1
Mountains	0	0	0	0	0	1	1	0	\$92,000	\$26,000	<71.7>	99	105	6.1	\$92,000	\$26,000	<71.7>
Plains	2	66	\$168,750	66	\$163,500	94	56	<40.4>	\$201,292	\$195,991	<2.6>	92	80	<13>	\$186,937	\$169,900	<9.1>
Total	86					1,509	1,291										

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

Land sells for residential at SoLa in Lafayette

LAFAYETTE – A 14-acre site slated for residential development as part of the new 82-acre SoLa mixed-use neighborhood in Lafayette has been sold for \$2,555,000.

Denver-based Milestone Development Group purchased the property with plans to build 254 apartment units and a 4,500-square-foot clubhouse with a fitness center, spa and pool, according to city documents.

The development is being called Prana.

Lafayette officials have approved Milestone's plan for Prana and are awaiting the company to pull permits. A spokesman for Milestone could not be reached for comment.

Illinois-based Raufeisen Development is master developing the 82-acre SoLa development in Lafayette, which sits along the east side U.S. 287, just north of Exempla Good Samaritan Medical Center and south of S. Public Road. It sold the land to Milestone.

Prana will make up about half of the slated residential development at SoLa. Another 10 acres remains available for residential, 20 acres for intuitional offices, and 28 acres for hotel, restaurant, retail and parking.

LOUISVILLE

ACCESS LAND: ConocoPhillips Co. has purchased another 9-acre site just north of its intended new 432-acre campus in Louisville to improve access.

The Houston-based energy company purchased 9450 Paradise Drive from the Lois A Gambell Revocable Trust for \$2 million, according to Boulder County public records.

The 9.49-acre property with a 3,000-square-foot home sits northwest of 96th Street and the Northwest Parkway.

In February, ConocoPhillips purchased the vacant 9.14-acre property next door at 9550 Paradise Drive for \$1,055,500.

Louisville city officials said ConocoPhillips had been negotiating with landowners in the area to acquire property for future transportation improvements and improved access to its campus.

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

LOUISVILLE LEASES: Idol Minds LLC, a Louisville-based video game developer, signed a lease for 17,625 square feet of space at 282 Century Drive. The company is moving from 363 Centennial Parkway.

• Success Martial Arts signed a lease for 2,515 square feet of retail

space at 305 McCaslin Blvd. Hunter Barto with Dean Callan & Co. helped broker the deal.

• C. Jack Roffis, a Boulder optometrist, signed a lease for 2,172 square feet of office space at 615 Main St. to open a Louisville location. Chris Boston with Gibbons-White Inc. helped broker the deal.

BOULDER

GAS STATION SOLD: The PDQ gas station and convenience store at 5200 Manhattan Circle in South Boulder has been sold for \$1.16 million to a private investment group out of Reno, Nev. under the 5200 Manhattan Circle LLC name, according to Boulder County public records. PDQ Food Stores Inc. sold the property, and it's unclear if the brand will remain in operation there. The new ownership group could not be reached for comment.

RESTAURANT BUY: OSL Corp. the parent company of the Siamese Plate restaurant at 1575 Folsom St. has purchased its building for \$1,810,400, according to Boulder County public records. Opas and Ladda Sinprasong sold the property with the 3,124-square-foot restaurant.

BOULDER LEASES: Raymond James, a financial services firm, signed a lease for 5,401 square feet of office space at 1881 9th St. Becky Gamble and Hunter Barto with Dean Callan

& Co. helped broker the deal.

• Weatherwax & Associates, a certified public accounting firm, signed a lease for 2,199 square feet of office space at 2995 Baseline Road. It is moving from 5350 Manhattan Circle. Brit Banks and Dryden Dunsmore with Dean Callan & Co. and Jason Kruse with The Colorado Group helped broker the deal.

• Relson Gracie Jiu-Jitsu signed a lease for 2,162 square feet of retail space in Aspen Plaza at 2095 30th St. Dryden Dunsmore and Ryan Blasdell with Dean Callan & Co. helped broker the deal.

• Lab Corp. of America, a national medical testing firm, signed a lease for 1,296 square feet of office space at 5377 Manhattan Drive, Suite 100. Jason Kruse with The Colorado Group helped broker the deal.

• Studio NYL, a structural engineering firm, signed a lease for 930 square feet of office space at 2995 Baseline Road. It is moving from 4440 Arapahoe Ave. Brit Banks, Dryden Dunsmore and Hunter Barto with Dean Callan & Co. helped broker the deal.

BROOMFIELD

NEW WAL-MART: Greeley-based Roche Constructors has been awarded the contract to build the new 195,606-square-foot Wal-Mart Supercenter at 120th Ave. and Sheridan Boulevard in Broomfield.

► See **Real Estate, 21A**

LEADS

CIVIL JUDGMENTS

Judgments constitute decisions by a court of law against an individual or corporation for payment of monetary damages.

DEFENDANT: KENNETH C TURNER PLAINTIFF: REGENCY CETNERS LP AMOUNT: \$49,531.17 DISTRICT: BOULDER COUNTY CASE NO: D-08CV-002145 DATE: 3/17/2009

DEFENDANT: ROCIO E TRILLOCONYAS PLAINTIFF: ST FARM MUTUAL AUTO INS CO AMOUNT: \$4,528.86 DISTRICT: BOULDER COUNTY CASE NO: C-08C-003946 DATE: 3/17/2009

DEFENDANT: CHRIS EMOND PLAINTIFF: US BK AMOUNT: \$28,713.95 DISTRICT: BOULDER COUNTY CASE NO: D-08CV-000646 DATE: 3/17/2009

DEFENDANT: CATHY ALLAN PLAINTIFF: COLLINS FIN SERVICES INC AMOUNT: \$2,416.58 DISTRICT: BOULDER COUNTY CASE NO: C-08C-003787 DATE: 3/17/2009

DEFENDANT: ANTHONY L & KERRY S STEWART PLAINTIFF: US BK AMOUNT: \$4,316.36 DISTRICT: BOULDER COUNTY CASE NO: C-08C-004599 DATE: 3/17/2009

DEFENDANT: JAMIE C VALDEZ PLAINTIFF: CAPITAL ONE BK USA AMOUNT: \$1,274.30 DISTRICT: BOULDER COUNTY CASE NO: C-08C-005137 DATE: 3/17/2009

DEFENDANT: PATRICIA L CAIRNS PLAINTIFF: CAPITAL ONE BK USA AMOUNT: \$1,687.91 DISTRICT: BOULDER COUNTY CASE NO: C-08C-005267 DATE: 3/17/2009

DEFENDANT: YVONNE & BRIAN F MANNING PLAINTIFF: US BK AMOUNT: \$28,099.75 DISTRICT: BOULDER COUNTY CASE NO: D-08CV-001159 DATE: 3/17/2009

DEFENDANT: MARK A THOMPSON PLAINTIFF: CAPITAL ONE BK AMOUNT: \$7,773.63 DISTRICT: BOULDER COUNTY CASE NO: C-08C-002059 DATE: 3/17/2009

DEFENDANT: RIVER VALLEY CONSTRUCTORS INC PLAINTIFF: TSCHET CO INC AMOUNT: \$297,834.96 DISTRICT: BOULDER COUNTY CASE NO: C-08CV-001272 DATE: 3/17/2009

DEFENDANT: JERRY L STAMPS PLAINTIFF: AMERICANA TOWNHOME ASSOC AMOUNT: \$4,527.04 DISTRICT: BOULDER COUNTY CASE NO: C-05C-209118 DATE: 3/18/2009

DEFENDANT: BETHANY GROUP LLC PLAINTIFF: REAL ESTATE PERSONNEL INC AMOUNT: \$29,043.66 DISTRICT: BOULDER COUNTY CASE NO: D-08CV-002014 DATE: 3/18/2009

DEFENDANT: RAYMON D CHILDERS PLAINTIFF: KEY-BANK AMOUNT: \$9,798.68 DISTRICT: BOULDER COUNTY CASE NO: D-08CV-003101 DATE: 3/18/2009

DEFENDANT: PEGGY V DYER PLAINTIFF: DOMINION ENTERPRISES AMOUNT: \$8,187.38 DISTRICT: BOULDER COUNTY CASE NO: C-09C-001273 DATE: 3/18/2009

DEFENDANT: TIMOTHY D HERVERY PLAINTIFF: ALLIANT CREDIT UNION AMOUNT: \$4,532.87 DISTRICT: BOULDER COUNTY CASE NO: C-07C-002499 DATE: 3/19/2009

3/19/2009

DEFENDANT: PAMELA GRIFFITHS PLAINTIFF: COMMONWEALTH FIN SYSTEMS AMOUNT: \$18,384.44 DISTRICT: BOULDER COUNTY CASE NO: D-08CV-001715 DATE: 3/19/2009

DEFENDANT: RENEE MAYBEE PLAINTIFF: TRANSWORLD SYSTEMS INC AMOUNT: \$430.48 DISTRICT: BOULDER COUNTY CASE NO: C-09C-000840 DATE: 3/19/2009

DEFENDANT: JAMES BURRUS PLAINTIFF: TRANSWORLD SYSTEMS INC AMOUNT: \$1,252.76 DISTRICT: BOULDER COUNTY CASE NO: C-08C-003775 DATE: 3/19/2009

DEFENDANT: TIMOTHY HERVEY PLAINTIFF: PORTFOLIO RECOVERY ASSOC LLC AMOUNT: \$2,900.00 DISTRICT: BOULDER COUNTY CASE NO: C-06C4048 DATE: 3/20/2009

DEFENDANT: J RODRIGUEZ & RODRIG BALTAZAR PLAINTIFF: FIRST NATL BK AMOUNT: \$20,936.22 DISTRICT: BOULDER COUNTY CASE NO: C-08CV-001191 DATE: 3/23/2009

DEFENDANT: FOWLER REAL ESTATE SERVICES IN PLAINTIFF: PEAR COMMERCIAL INTERIORS INC AMOUNT: \$8,803.82 DISTRICT: BOULDER COUNTY CASE NO: C-02C-004610 DATE: 3/23/2009

DEFENDANT: OUTSTANDING REAL ESTATE SOLUTIONS PLAINTIFF: RLET PROPERTIES LLC AMOUNT: \$5,115.90 DISTRICT: BOULDER COUNTY CASE NO: C-09C-001584 DATE: 3/24/2009

C-09C-001584 DATE: 3/24/2009

DEFENDANT: DEBORAH LEIGHT BIRCHFIELD PLAINTIFF: BOULDER VALLEY CREDIT UNION AMOUNT: \$9,364.18 DISTRICT: BOULDER COUNTY CASE NO: D-03C-000624 DATE: 3/24/2009

DEFENDANT: TAMMY L PROVENZANO PLAINTIFF: ST VRAIN VALLEY CREDIT UNION AMOUNT: \$13,660.85 DISTRICT: BOULDER COUNTY CASE NO: C-08C-000846 DATE: 3/24/2009

DEFENDANT: JEFF JONES PLAINTIFF: RABBIT HILL GRAPHICS AMOUNT: \$1,686.77 DISTRICT: BOULDER COUNTY CASE NO: C-08C-000866 DATE: 3/24/2009

DEFENDANT: BARBARA A & BARBARA A MORROW PLAINTIFF: CACV COLO LLC AMOUNT: \$7,804.68 DISTRICT: BOULDER COUNTY CASE NO: C-05C-003503 DATE: 3/24/2009

DEFENDANT: MERRY GAYLE VICKERY PLAINTIFF: MONICA DAVID VICKERY GREGORY R AMOUNT: \$282,071.35 DISTRICT: BOULDER COUNTY CASE NO: D-07CV-007674 DATE: 3/24/2009

DEFENDANT: EVELYN TRUMBLE PLAINTIFF: MONICA DAVID VICKERY GREGORY R AMOUNT: \$141,389.82 DISTRICT: BOULDER COUNTY CASE NO: D-07CV-007674 DATE: 3/24/2009

DEFENDANT: EVELYN TRUMBLE PLAINTIFF: MONICA DAVID VICKERY GREGORY R AMOUNT: \$48,574.69 DISTRICT: BOULDER COUNTY CASE NO: D-07CV-007674 DATE: 3/24/2009

REAL ESTATE from 20A

Construction is expected to begin in May and is scheduled to be complete in March 2010.

BROOMFIELD LEASES: Flatirons Engineering Inc. signed a lease for 1,500 to expand and extend its lease at 350 Interlocken Blvd. Joe Heath, Scott Garel and Don Misner with Frederick Ross helped broker the deal.

- Shruti Institute for Vedic Arts signed a lease for 1,089 square feet of space at 2095 W. 6th Ave. Roger Simpson and Jared Leabch with Frederick Ross helped broker the deal.

LONGMONT

EXPANSION: Cayenne Kitchen, a kitchen and dining retailer, signed a lease for 2,750 square feet of space at 372 Main St. The company will triple its space at the new location, moving from 530 Kimbark St. on June 1. Jim Brough with Prudential Rocky Mountain Realtors helped broker the deal.

Contact David Clucas at 303-440-4950 or dclucas@bcbcr.com.

GOING UP

Construction under way for PetSmart, PetsHotel



DAVID CLUCAS

Work has begun to transform half of the former Albertsons grocery building at 30th and Walnut streets in Boulder into a 23,500-square-foot PetSmart, a pet retail store, and PetsHotel, a pet boarding service, owned by the same company.

CALENDAR

MAY

30 The Boulder Green Building Guild presents the third annual **Product and Service Fair** from 9 a.m. to 3 p.m. at Boulder's Central Park. Sixty vendor booths, speakers on green building topics and hands-on workshops. For more information call Julie Herman at 303-926-2684.

JUNE

2 Colorado Photonics is holding its **CPIA Photonics 4 Breakfast** from 8 to 9 a.m. at the Boulder Chamber, 2400 Pearl St. in Boulder. Theresa Szczurek discusses seven actions to survive in today's economy. For more information, call 303-834-1022 or e-mail cpia@coloradophotonics.org.

3 The Boulder Small Business Development Center presents **Scaling Up Access to Capital** from 8 a.m. to 5 p.m. at the Boulder Chamber, 2440 Pearl St. in Boulder. For more information, contact Bing Chou at 303-442-1475 ext. 2 or e-mail bing_chou@boulderchamber.com.

The **Stoll Foundation for Holistic Health** presents a seminar, **Transform Your Resistance to Good Health**, at 5000 Butte St. in Boulder. For time and cost visit www.stollfoundation.org, call 303-527-2886, or e-mail info@stollfoundation.org.

4 The Boulder County Business Report presents the **Green Summit**, a daylong event featuring discussions, breakout educational tracks, nationally known speakers and vendor booths, at the Millennium Harvest

House Hotel, 1345 28th St. Boulder. Cost: \$49. To register visit BCBR.com/GreenSummit.

5 The Boulder Small Business Development Center presents **Copywriting for Mere Mortals** from 8:30 to 11:30 a.m. at the Boulder Chamber, 2440 Pearl St. in Boulder. For more information, contact Bing Chou at 303-442-1475 ext. 2 or e-mail bing_chou@boulderchamber.com.

6 The **Taste of Louisville** will be held from 10 a.m. to 4 p.m. in downtown Louisville. Activities include an arts and crafts fair, food served by Louisville restaurants and information booths from local merchants. For more information, call 303-666-5747.

8 Boulder Digital Arts will hold **Getting Started with Dreamweaver** from 6 to 9 p.m. at Boulder Digital Arts, 2510 47th St., Suite 202 in Boulder. Admission is \$50 for members and \$70 for nonmembers. For more information, call 720-331-5940 or e-mail events@boulderdigitalarts.com.

9 Boulder Digital Arts will hold **The ABCs of Starting a Business** from 6 to 9 p.m. at Boulder Digital Arts, 2510 47th St., Suite 202 in Boulder. Admission is \$50 for members and \$70 for nonmembers. For more information, call 720-331-5940 or e-mail events@boulderdigitalarts.com.

10 The Boulder Chamber is hosting a **Climate Leaders** panel discussion from 7 to 9 a.m. at the Boulder Chamber, 2440 Pearl St. in Boulder. The

panel will discuss successful marketing campaigns that highlight green efforts to bring in more business. R.S.V.P. is required. Admission is free for members and \$20 for nonmembers. For more information, contact Dan Powers at 303-442-1044 or e-mail dan.powers@boulderchamber.com.

Boulder Digital Arts will hold **Marketing with Social Media** from 6 to 9 p.m. at Boulder Digital Arts, 2510 47th St., Suite 202 in Boulder. Admission is \$50 for members and \$70 for nonmembers. For more information, call 720-331-5940 or e-mail events@boulderdigitalarts.com.

12 Transformance Advisors is offering **CSCS for Unemployed SCM Professionals** from 8 a.m. to 4 p.m. at Xilinx, Summer Retreat Building, 3100 Logic Drive in Longmont. Unemployed supply chain management professionals can attend this session, take the exam required and earn the Certified Supply Chain Analyst designation. Admission is \$50. To register, e-mail cscsa@emailta.com or go to https://www.123signup.com/event?id=zrft.

13 The Davinci Institute presents **Affiliate Marketing Boot Camp** from 8 a.m. to 12 p.m. at CU Boulder in the Wolf Law Building, 2450 Kittredge Loop Road in Boulder. Admission is \$79 for DaVinci members and \$119 for nonmembers. For more information, e-mail deb@davinciinstitute.com or go to www.davinciinstitute.com/page.php?ID=678.

16 Benevon is leading a session in **Creating Sustainable Funding in These Challenging Eco-**

nomic Times from 10 a.m. to noon at Xilinx, 3100 Logic Drive in Longmont. Designed for board members, executive directors, CEOs, and fund development professionals, this entry-level seminar will give the fundamentals to sustainability and growing major gifts programs. Admission is free. For more information, e-mail hayley.dale@benevon.com or go to www.benevon.com/introductory-sessions/southwest.

17 Boulder Digital Arts will hold **Intermediate Search Engine Optimization** from 6 to 9 p.m. at Boulder Digital Arts, 2510 47th St., Suite 202 in Boulder. Admission is \$50 for members and \$70 for nonmembers. For more information, call 720-331-5940 or e-mail events@boulderdigitalarts.com.

JULY

1 **-Aug 15 The Colorado Shakespeare Festival** begins at CU Boulder. This season's shows will include: Hamlet, Much Ado About Nothing, To Kill a Mockingbird, The Two Gentlemen of Verona and The Complete Works of William Shakespeare. For more information, call 303-492-0554, e-mail csfbo@colorado.edu or go to www.coloradoshakes.org.

11 The Davinci Institute presents **Creative Innovation Boot Camp** from 8 a.m. to noon at CU Boulder in the Wolf Law Building, 2450 Kittredge Loop Road in Boulder. Admission is \$79 for DaVinci members and \$119 for nonmembers. For more information, e-mail deb@davinciinstitute.com or go to www.davinciinstitute.com/page.php?ID=686.

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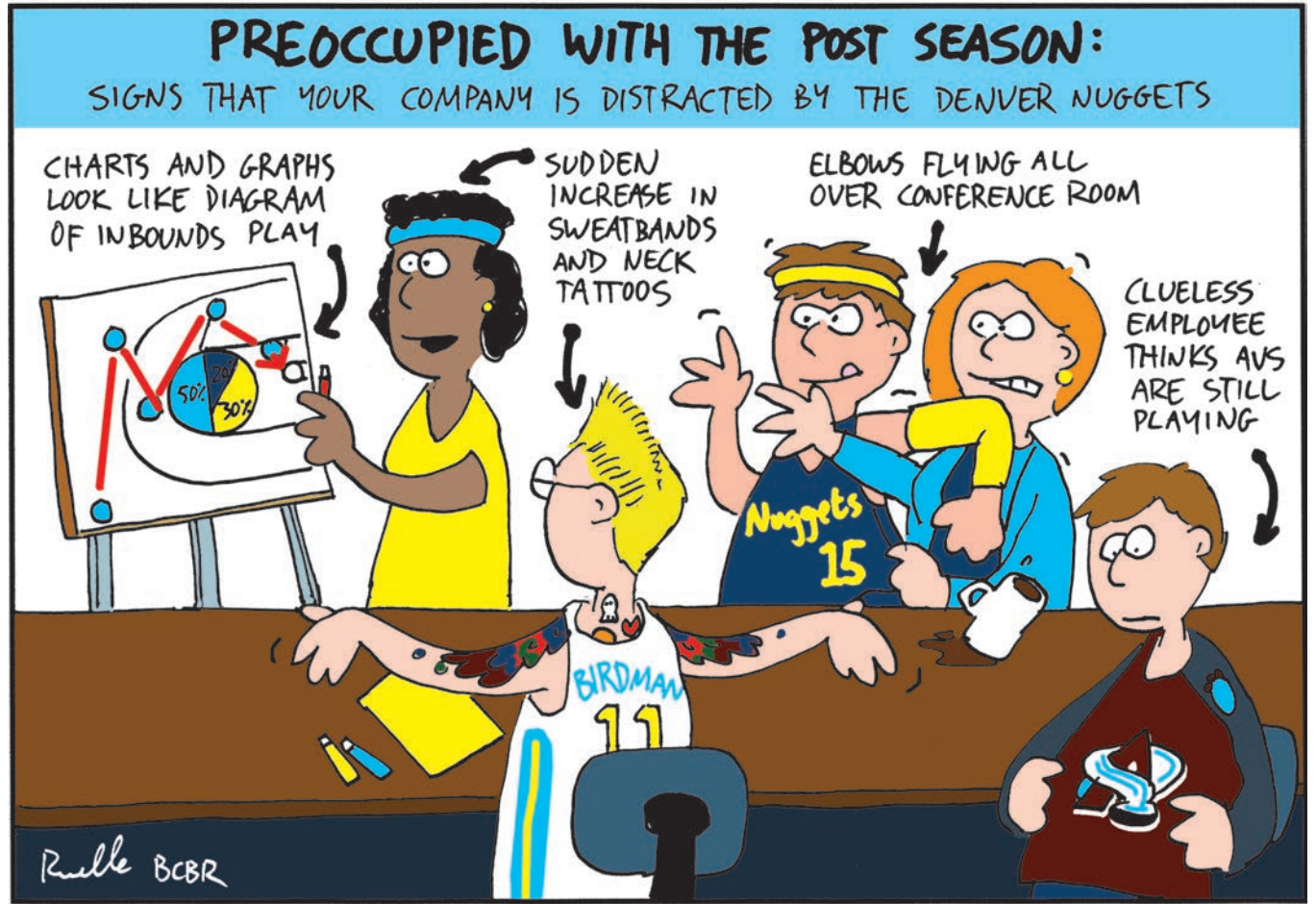
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OPINION



Will Hubble mission be 'last hurrah' for science? NASA priorities in question as shuttle fleet retires

Ball Aerospace & Technologies Corp. can look with pride on the recent mission to repair and service the Hubble Space Telescope, but the future of such NASA space-science missions is in doubt.

With the latest mission by the Space Shuttle Atlantis in May, Boulder-based Ball will have built all major instrumentation on the Hubble. As editor Doug Storum reports in an article in this edition, Ball has built seven instruments for the space telescope. The company's track record and connections to aerospace programs at the University of Colorado at Boulder have made the city an important player in NASA's space endeavors.

But some are concerned that shifting federal budget priorities will threaten future scientific missions, such as the pure-science-based Hubble.

- The Obama Administration's proposed 2010 budget includes a \$1 billion boost for the agency, but the proposed budget flattens in future years, forcing the agency to make painful choices about what type of science-based missions will be approved.

- NASA is retiring the shuttle fleet as of 2010 or 2011 (when all planned missions are completed). It will be four or five years before replacement spacecraft, dubbed Constellation, are ready for liftoff, forcing NASA to rely on Russian spacecraft for any missions to the International Space Station.

- NASA is depleting available stores of plutonium, fuel critical for deep-space probes that cannot rely on solar power. A recent report by the National Academy of Sciences indicates that it will cost at least

\$150 million for the U.S. Department of Energy to resume production of plutonium for the NASA missions, according to a recent Associated Press article.

- Budgetary needs for the new Ares rocket, which will power Constellation, could prompt NASA to reduce the nature and funding of purely scientific missions.



PUBLISHER'S NOTEBOOK

Christopher Wood

- NASA projects such as the James Webb Space Telescope and the Mars Science Laboratory have been beset by cost overruns and scheduling problems.

On the positive side, Charles Bolden, recently nominated to become the latest NASA administrator, has in the past argued in favor of a dual approach to NASA's core missions, rejecting future cuts in science funding.

"Human exploration and science research are necessarily parallel endeavors," he told a Senate subcommittee in 2006, according to www.NewScientist.com. The Web site also noted that Bolden was an early proponent of undertaking the recent Hubble repair mission, a mission that many criticized as too expensive and too dangerous.

And several space-science missions are in the pipeline. But in an era of record federal budget deficits, and amidst a review of NASA's manned space program ordered by the Obama Administration, what funds will be available for these and

NASA IS RETIRING

the shuttle fleet as of 2010 or 2011 (when all planned missions are completed). It will be four or five years before replacement spacecraft, dubbed Constellation, are ready for lift-off, forcing NASA to rely on Russian spacecraft for any missions to the International Space Station.

new science-based missions is an open question.

Locally, a team of dedicated and talented Ball Aerospace scientists and engineers led by CEO David Taylor seeks further opportunities to contribute their talents to building our knowledge of the universe. They're joined by colleagues at the University of Colorado, federal laboratories and other private companies.

Here's hoping that Bolden succeeds in convincing the Administration and Congress that a well-rounded space program includes both human exploration and science research, and that Ball Aerospace remains a critical component of NASA's space missions for many years to come.

Christopher Wood can be reached at 303-440-4950 or e-mail at cwood@bcbr.com.

Banking Stress

The tough lending environment took its toll on Boulder Valley based banks by the end of the first quarter 2009. The seven banks showed a combined drop in assets, little growth in loan portfolios, little profit and a more than doubling in loan delinquencies and foreclosures. More than \$152 million in loans held by seven local banks are now in some kind of trouble - accounting for about 6.3 percent of all loans made those banks, up from 2.9 percent a quarter ago, and less than a percent a year ago.

Bank	Assets	Quarterly Change	Loans and Leases	Quarterly Change	Loan Delinquencies and Foreclosures	As a % of Loans and Leases	1Q 2009 Income
AMG National Trust Bank	\$125,668,000	-27.2%	\$24,425,000	16.4%	\$0	0%	-\$122,000
FirstBank of Boulder	\$510,921,000	-0.4%	\$206,032,000	1.7%	\$3,905,000	1.89%	\$2,599,000
FirstBank of Longmont	\$387,643,000	-7%	\$132,723,000	1.3%	\$1,320,000	1%	\$1,573,000
FirsTier Bank	\$825,669,000	5.3%	\$738,245,000	2.9%	\$50,839,000	6.9%	-\$3,389,000
Flatirons Bank	\$78,910,000	20.6%	\$37,946,000	0.3%	\$585,000	1.5%	\$76,000
Mile High Banks	\$1,302,739,000	-1.3%	\$1,224,124,000	-1.2%	\$88,905,000	7.26%	-\$44,000
Summit Bank & Trust	\$78,892,000	1.6%	\$62,684,000	3.2%	\$6,963,000	11.1%	-\$432,000
Total	\$3,310,442,000	-1.2%	\$2,426,179,000	0.7%	\$152,517,000	6.3%	\$261,000

Source: Federal Deposit Insurance Corp.

STRESS from 1A

and Summit Bank & Trust had higher troubled loan rates of 6.9 percent, 7.3 percent and 11.1 percent, respectively.

Colorado Bankers Association President and Chief Executive Officer Don Childears said it's tough to judge a bank's health solely on those figures.

"It's all relative - those figures encompass all different types of loans carrying all different types of risks," Childears said. "You also have to consider a bank's reserve and capital levels."

Childears declined to comment on specific banks, but said overall 97

percent of Colorado banks were well capitalized with adequate reserve funds to address rising delinquencies and foreclosures.

As banks deal with cleaning up those troubled loans, lending growth has slowed. Boulder Valley-based banks increased their total loan balances by only 0.7 percent during the first quarter. Of that total, construction and land development loan holdings were down by 2 percent.

"That's natural in a recession," said Dave Baker, chief operating officer at FirstBank Holding Inc. But it's not because banks are unwilling to lend,

he said.

In the case of real estate lending, Baker said the problem is lower valuations. Banks are willing to lend, but in a down economy they can't justify a high enough value for a property that can match what developers need to borrow. In turn, the banks require more money down to complete the loan or refinance - money the developers don't have, or are unwilling to pay.

Looking at other local bank figures, total deposits rose 3.1 percent during the first quarter, but total assets fell by 1.2 percent.

It's not often that you see those two numbers moving in opposite directions, but there is an explanation, Baker said.

Part of a bank's assets are made up of leveraged funds - borrowed money at a variable rates that the bank can put to work relending it to consumers or investing it.

FirstBank is deleveraging its assets because it foresees rising interest rates and inflation, Baker said. It doesn't want to get caught paying high rates in the future on the it's relending to consumers at low fixed rates today.

HEALTHFUL from 3A

pany that's included.

"Any opportunity to get your brand in front of a new consumer, or an existing consumer, helps strengthen and grow your brand," he said.

While Gold isn't currently working with Price, he said he'd be willing to chat with him about the opportunity and sees it as a positive venture for both companies.

"Any small operation helps grow the company," Gold said.

And after investing between \$2,000 and \$3,000 of his money to start Boulder Natural Vending,

Price knows about trying to expand business.

With at least a dozen of his \$100 2-foot-by-2-foot bamboo vending boxes sitting in his garage, Price plans to take what he's learned during his pilot period and expand starting in June.

In addition to snacks, he wants to incorporate breakfast and lunch items such as oatmeal, breakfast bars, toaster tarts, macaroni and cheese bowls and more. He also plans to branch out into natural and organic refrigerated products such as mixl and IZZE beverages, yogurt and more.

While there's nobody in the Boulder Valley doing natural vending boxes, Price said, he does have some competition.

"I have traditional vending competition," he said.

He also knows of a small handful of companies, such as nextgen vending LLC, YoNaturals Inc. and Vend Natural Inc. that sell natural products from traditional vending machines - though few, if any, are near Boulder.

"I think they're looking at the perfect demographic for that type of vending,"

Philipp said about Price's business.

The area's lack of natural vending options in addition to the plethora of outdoor-related companies and outdoor-minded people provide a great niche market for Price's company, he thinks.

"I can't imagine doing something like this in any other place," Price said.

NONPROFIT NETWORK

FUNDRAISERS

A **36 Commuting Solutions Benefit Day** will be hosted by Noodles & Company from 11 a.m. to 9 p.m. of Friday, June 19, at 635A Flatiron Marketplace Drive, southeast of Flatiron Crossing in Broomfield. Noodle's will donate 25 percent of proceeds to the nonprofit 36 Commuting Solutions to support "green" commute options for the U.S. 36 corridor.

GRANTS

The **Wells Fargo Community Assistance Fund** is offering \$245,000 in grants to 200 community-based nonprofits in Colorado. The average grant ranges from \$500 to \$1,500. Eligible organizations must be a certified 501 c (3) and have an annual budget of \$350,000 or less. For additional information or to receive an application by mail, organizations should contact their local Wells Fargo branch bank.

The **Boulder County Arts Alliance** awarded its \$1,000 BCAA/Milash Representational Painter Award to pastel artist Colleen Paul Hoerner. The award was established in 1997 in memory of Todd Milash, a representational painter and Boulder resident. For more information, please visit www.bouldercountyarts.org or call 303-447-2422.

The **Community Foundation Serving Boulder County** awarded \$90,000 to Providers Advancing School Outcomes, a nonprofit whose goal is to promote school readiness and reduce the achievement gap between the county's well-prepared and unprepared children living in poverty, before they enter kindergarten. The funding will help the nonprofit to continue operating through the end of the year after its current federal grant runs out June 30.

Octopus Tap reduces standing-in-line time at keg

BY BUSINESS REPORT STAFF

LAFAYETTE - Cody Payne and Ryan Welch believe no one should wait too long to pour beer from a keg.

SMART IDEAS

They felt so strongly about it they created the Octopus Tap, a well-engineered system to draw several beers simultaneously from one keg.

Engineers at their day jobs, the duo came up with the idea about 10 years ago while spending way too much time standing in keg lines at parties at the University of Colorado. The home beer brewers eventu-

ally patented a design they call the Octopus Tap, and two years ago formed Brew Innovations LLC in Lafayette to make and distribute their products.

The Octopus Tap comes in a four-port plastic version for \$72, it's the top seller, and a three-port stainless steel version for \$91. A full Octopus Tap system comes with a hand pump, four ports, mini-carbon dioxide system and tap adapter for \$215. The high-capacity hand pump increases beer flow up to 300 percent, they claim.

You can check them out, along with a variety of Octopus Tap shirts, and beer mugs and steins at www.octopustap.com.



COURTESY BREW INNOVATIONS LLC

A full Octopus Tap system comes with a hand pump, four ports, mini-carbon dioxide system and tap adapter for \$215.

Thursday June 4, 2009



Keynote Speaker

Auden Schendler, executive director of sustainability for Aspen Skiing Co., 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 are 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, 1345 28th St., Boulder
\$49/person**

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

Breakout sessions

10:30-11:45 a.m.

- 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.

Breakout sessions

2-3:15 p.m.

- 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.

Closing session

3:30-5 p.m.

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

If you are interested in exhibiting your products and services contact the BCBR today.



Registration includes breakfast and lunch. Deadline for registration is June 1. Go to www.bcbcr.com and click "events" to register.

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