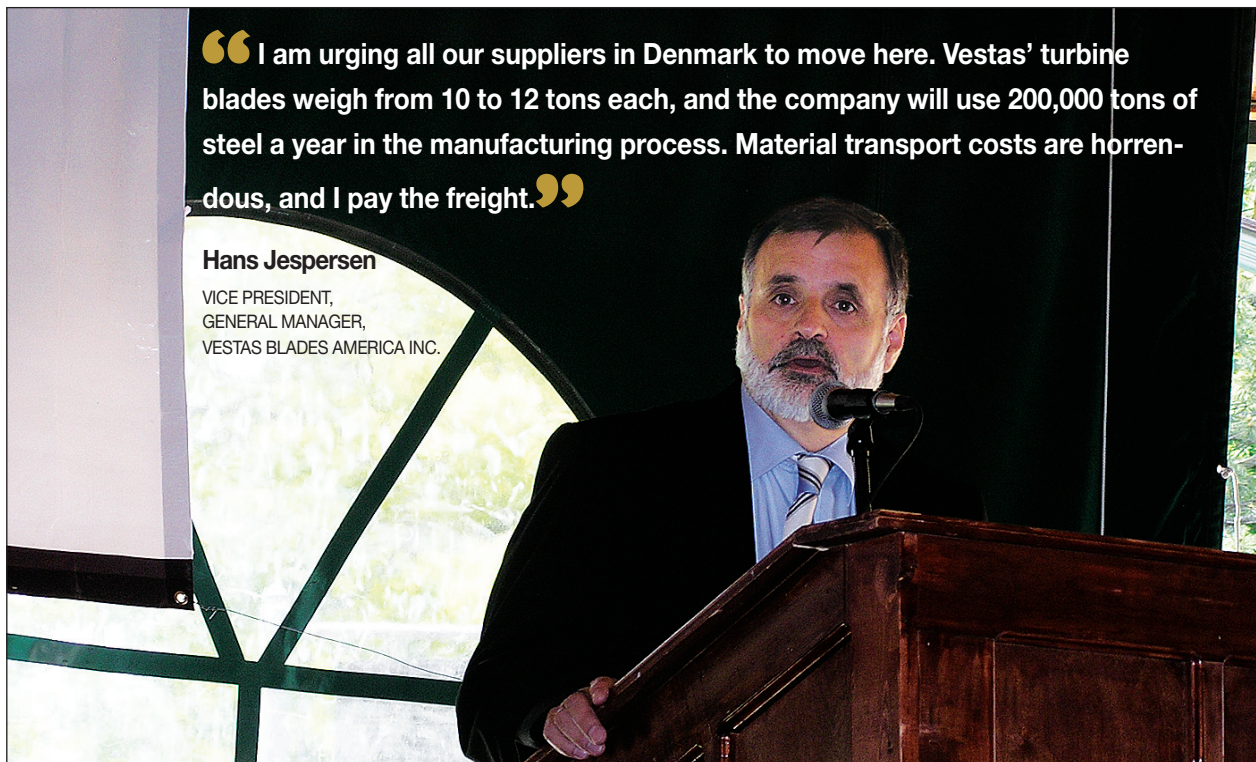


BOULDER COUNTY BUSINESS REPORT **\$1**



EXECSTYLE
An evening out
at a dinner theater
19A

Serving Boulder and Broomfield Counties
Volume 28 | Issue 13 | June 12 - 25, 2009



“ I am urging all our suppliers in Denmark to move here. Vestas’ turbine blades weigh from 10 to 12 tons each, and the company will use 200,000 tons of steel a year in the manufacturing process. Material transport costs are horrendous, and I pay the freight.”

Hans Jespersen
VICE PRESIDENT,
GENERAL MANAGER,
VESTAS BLADES AMERICA INC.

DOUG STORUM

Hans Jespersen, vice president of Vestas Blades America Inc., speaks to the luncheon crowd during the Boulder County Business Report’s second annual Green Summit held June 4 at the Millennium Harvest House Boulder. Lead sponsors of the all-day event were Holme Roberts & Owen, Western Disposal Services Inc. and RES Americas.

Green thinkers reach summit

Talks center on energy, transportation, jobs, environment

BY BUSINESS REPORT STAFF
news@bcbr.com

BOULDER – Three leaders of alternative energy companies new to the Front Range said they will need more workers skilled in various types of engineering as their firms grow.

Hans Jespersen, vice president of Vestas Blades America Inc.; Craig Mataczynski, president of RES Americas Inc.; and Dennis Stoltenberg, vice president of human resources of Abound Solar, said electrical, physics and mechanical engineers will be needed.

The three were on the Green Inc. panel during lunch at the Boulder County Business Report’s day-long Green Summit held June 4 at the Millennium Harvest House Boulder attended by 290 people.



Jespersen, whose Denmark-based company manufactures giant wind turbine blades for the wind-energy industry, has a new blade manufacturing plant in Windsor that already employs 600 people and is constructing manufacturing facilities in Brighton and Pueblo, also is looking for employees to work in production.

Mataczynski said Broomfield-based RES Americas, which develops and designs wind-energy sites, will need mechanical, and civil and electrical design engineers to add

to its 150 employees in Colorado and 250 in the U.S.

And Stoltenberg said Abound Solar, which makes thin-film photovoltaic solar panels at its new plant in Longmont, said the company will need engineers who have expertise in glass, chemical, vacuum and thermo sciences.

The three agreed that Colorado and the Front Range is thought of as a great place to live with a skilled work force, but the state will have to step up with more business incentives for companies to stay and move here if it wants to maintain its reputation.

“We received \$30,000 in incentives to move to Broomfield from Austin, Texas,” Mataczynski said. “But there are states out there that are willing to plunk down millions

► See **Summit, 6A**

Housing bust drove McStain to bankruptcy

Employee stock holdings likely will be wiped out

BY DAVID CLUCAS
dclucas@bcbr.com

LOUISVILLE — McStain Enterprises Inc.’s Chapter 11 bankruptcy filing likely will leave its employee shareholders empty-handed, according to legal experts.

The 43-year-old, Louisville-based home builder filed for bankruptcy May 28. It fell victim to the housing bust and then struggled to stay afloat in a tough credit market.

Founders Tom and Caroline Hoyt operate McStain, and they co-own the company with their employees through an employee stock option plan, or ESOP. The ESOP was set up in 2001 as a retirement benefit to employees, and as a way to transfer the company ownership. McStain’s ESOP was gaining 4 percent ownership of the company per year, which would have made it fully owned by the plan in 2026.

According to public tax documents, McStain’s ESOP was worth about \$2.34 million at the end of 2007 with 136 participants. It had been worth as much as \$3.5 million at the start of 2006. Now, the stock option plan likely is worth nothing, legal experts said.

The attorneys could not speak specifically to McStain’s situation, but said in many cases ESOP shareholders lose out in bankruptcies. It’s similar to holding common stock in a public company that goes bankrupt — the shares become worthless, and shareholders are at the end of line in bankruptcy claims. Even if the company successfully reorganizes under Chapter 11 bankruptcy, the existing shares are wiped out and any new company shares are given to the creditors and bondholders, before the shareholders.

► See **McStain, 17A**

Visit bcbr.com for breaking news



CONTENTS

Health Care & Wellness:	Awards23A	Nonprofit Network...17A	LISTS
Treating brain injuries.....12A	BCBRdaily2A	On the Job9A	Plastic and Cosmetic
	Business Digest.....23A	Product Update17A	Surgeons 14A
Mercury 100:	Calendar.....18A	Publisher’s Notebook .26A	
A look back in pictures...27A	Eye.....3A	Real Estate.....24A	
	Economic Scoreboard . 10A		

Tendril gains funds; plans to go on hiring spree

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

BY BUSINESS REPORT STAFF

news@bcbr.com

BOULDER — Tendril Networks Inc. has secured a \$30 million series C round of funding and plans to hire 100 workers in the coming months.

Boulder-based Tendril, makers of the Tendril Residential Energy Ecosystem that links consumers and energy providers to help manage energy use, plans to add primarily sales, marketing and support staff in addition to engineers to increase its reach into the market and support its growing business.

"We should be hiring about 100 people in the next 12 to 18 months," said Tim Enwall, Tendril's president and chief operating officer. "We don't anticipate needing any more money before we reach profitability with the current scope of the business and the business plan."

"We are seeing an explosion of business and are excited to quickly move into this next stage of growth and customer adoption," said Adrian Tuck,

Tendril's chief executive officer.

The round was led by San Bruno, Calif.-based VantagePoint Venture Partners and also included Boulder-based Vista Ventures and others.

BCBRdaily

Two indicted in Ponzi scheme

DENVER — The Colorado State Grand Jury has indicted an Erie man, along with another man from Massachusetts, for defrauding about \$10 million from local and national investors in a Ponzi scheme.

Jason Trevor Brooks, 30, of Erie was indicted on 24 counts of security fraud and theft in Colorado. His business associate Donald Scott Carew, 37, of Massachusetts is facing three counts of securities fraud.

Authorities allege that from June 2005 to February 2008, Brooks collected about \$10 million from investors primarily in Weld, Larimer, Broomfield and Boulder counties to invest, but then used a vast majority of the funds for personal expenses, gambling, and to make interest payments and payouts to other investors.

Brooks also allegedly accepted investments from individuals from Florida, California, Texas, Massachusetts, Georgia, South Carolina, New York, Wisconsin, Minnesota, New Mexico Connecticut, Arizona, Wash-

ington, Ohio and the Virgin Islands.

Brooks, working under the Genius Inc. name, told investors he had a distribution agreement with Matsushita Electric Industrial Co. Ltd. of Japan, which allowed him to purchase electronics and appliances as a distributor and then resell them for a profit to various home builders and other businesses, authorities said.

Authorities said Brooks conducted the business primarily from various residences in Fort Collins, Superior and Erie. They will prosecute him in Weld County District Court.

Boulder Angels back Koizio

LONGMONT — Koizio Inc., a provider of integrated test-management software, closed a larger than expected series A round of funding led by Boulder-based Boulder Angels.

While Joe Skazinski, the Longmont-based company's chief executive officer, wouldn't disclose the amount of funding, according to a Securities and Exchange Commission filing, Koizio issued \$526,399 in equity.

The 10-employee company, which creates in-circuit board diagnostics to test and debug 32-bit embedded systems, plans to hire more engineers and sales personnel and increase its marketing efforts.

Boulder biopharma gets funds

BOULDER — miRagen Thera-

BCBR Opinion Poll

Our online question:

When do you think the housing market will hit bottom?

It already has. 45%

It will this year. 28%

It won't be until next year, or beyond. 27%

— 116 responses

Take the **BCBR Opinion Poll** Online at **BCBR.com**.

peutics Inc., a Boulder-based biopharmaceutical firm, has received a second portion of a previous \$8 million in series A financing, in addition to an extra \$4 million in the round, for a total of \$12 million.

miRagen, which focuses on developing microRNA-based therapeutics for cardiovascular and muscle disease, said it had achieved compelling efficiency results from its proprietary drug candidates. The financing will allow the company to move onto the next stage of development, company officials said.

The \$4 million extension of the first round of funding brought in new investors to miRagen, including Amgen Ventures, Broadview Ven-

► See **BCBRdaily**, 10A

Call Us Old School...

but, remember when the bank paid you for trusting them with your money?



We Do.

2.55%

APY*

With a Mile High Banks

Savings Account

MILE HIGH BANKS

An Elevated Level of Banking

www.milehighbanks.com

*The Annual Percentage Yield (APY) and rate offered by Mile High Banks on savings accounts are variable and may change daily at our discretion. If you close your account prior to interest being credited on the covered savings account, you will not receive the accrued interest. Fees may reduce your earnings. The minimum opening deposit on savings accounts is \$100. For information regarding fees associated with Mile High Banks savings accounts, please contact any Mile High Banks branch.

MEMBER
FDIC

Nonprofit helping energy projects receive funding

Group has know-how to connect dots quickly

BY MONIQUE COLE
news@bcbr.com

BOULDER — A new nonprofit organization aims to bring research, government and industry together to help make projects “shovel-ready” for stimulus funding.

The Boulder-based Energy Policy Innovation Center, or EPICenter, was formed in April by a group of experts in renewable energy, building efficiency, SmartGrid software and government contracting.

Executive Director Steve Diamond said he hopes the EPICenter will be “the glue to connect people together,”

and to help money flow from the American Recovery and Reinvestment Act, or ARRA, to deserving projects.

Compared with the highway construction industry, the renewable energy and weatherization industries are young, Diamond said. “A year ago, things were looking nothing like they are today,” he explained. “Nobody was prepared.”

In May, the Governor’s Energy Office submitted a proposal to spend \$49 million in stimulus funds on renewable energy and conservation projects. “Of course, administering significant amounts of money like this does require more effort, more oversight and more personnel, and we are working diligently to handle that,” said Todd Hartman, a spokesman for the energy office. “But we’re thrilled with the opportunity that ARRA brings to Colorado’s energy

markets and to citizens who will benefit from energy savings.”

U.S. Department of Energy approval of Colorado’s proposal is expected in early July, Hartman said. “We will move as quickly as possible, while still deliberating carefully to ensure the money is directed in the way that brings the most jobs and energy-related benefits,” he said. “There are no immediate deadlines for proposals because we haven’t started soliciting for them yet.” Requests for proposals will be posted on the Website, www.colorado.gov/energy.

At least one local municipality is already consulting with EPICenter to prepare a proposal to install solar panels on a fire station. “One of the ideas we have is to get vendors and

► See **Funding, 23A**



PETER WAYNE

Steve Diamond is executive director of the Energy Policy Innovation Center, a new nonprofit organization.

Hey! It's the Mac guy!



PETER WAYNE

Shaun Oshman, center, is owner of iSupportU, a computer-support company that makes house calls in Boulder via bicycle. At left is Joe Cooper, who handles the PC side while Oshman fixes Mac computers. At right is Andrew Venclovas, a marketing intern from the University of Colorado’s Leeds School of Business.

Oshman makes computer house calls via bicycle

BY ELIZABETH GOLD
news@bcbr.com

BOULDER — Shaun Oshman’s career has taken a few sharp turns over the last few years.

He rode his bike solo for 1,500 miles after getting degree number one in environmental science. Degree number two in education landed him an elementary education teaching job in New Zealand where he doubled as the go-to guy for computer issues.

After a visit to Boulder last year, Oshman decided it was the perfect place to start his own business as a Mac support guy who does house calls - on his bike.

“What sold me on Boulder was the bike paths and how bike-friendly it is,” he said. “It’s a good-sized place as well — there’s too much anonymity in a big town — more accountability in a smaller town because people know who you are.”

He and his wife, Annabel Reader, moved to the area three months ago. Oshman started iSupportU, and Annabel, a performer, is getting involved with the local dance community.

Oshman’s bike-riding business concept roots in an interest that goes beyond getting exercise. He’s aiming his company’s vision at providing a sustainable service.

When a car is necessary to either

transport computers or reach clients outside the Boulder area, he plans to offset carbon emissions with carbon credits.

“I’m shopping for companies to do that right now to make sure I find the best match,” he said. “We’re keeping record of our miles driven in the meantime.”

“Businesses have to offer options otherwise consumers have no power,” he explained, referring to offering an environmentally responsible alternative. “If they can’t find a sustainable choice, they don’t have options.”

To stretch the choices he’ll be able to offer, Oshman’s even working

► See **Mac, 21A**

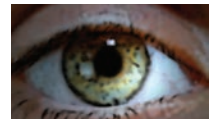
MoBella will help runners chill after corporate foot race

The Freeman Myre Corporate Challenge running race will be pretty cool this year.

Bella Energy of Louisville will be providing solar power for the 5-kilometer foot race on July 30 at the Colorado Technology Center in Louisville.

Bella Energy’s mobile solar-power generator, “MoBella,” will be providing solar power for the finish line. But even cooler, it will power an air-conditioned VIP room with refreshments and relaxation after the race.

THE EYE



Boulder filmmaker Jon Goldman has been chosen from nearly 2,000 applicants across the U.S. as one of 10 semi-finalists in the Netflix Find Your Voice film competition.

The competition will award one aspiring filmmaker the means, guidance and resources to make a full-length narrative film.

Judged by a group of accomplished filmmakers, including actor/director Josh Brolin, the winning film will premiere at the Los Angeles Film Festival in June 2010, along with production resources needed to make feature film, a \$150,000 production grant funded by Netflix and distribution online through the Netflix Web site.

Although the Eye favored Dave Letterman over Jay Leno, it had to take a look at Conan O’Brien’s debut as the host of the “Tonight Show.”

O’Brien’s bit on what things will be like in the year 3000 made the Eye laugh until it cried. So if you missed it, O’Brien prophesied that in 3000 YouTube, Twitter and Facebook will merge to form the largest, time-wasting social Website in the universe. It will be called YouTwitFace.

BOULDER COUNTY BUSINESS REPORT

Volume 28 : Issue 13
June 12 - 25, 2009

Copyright 2009. Boulder Business Information Inc., a subsidiary of Brown Publishing Co. Reproduction or use of editorial or graphic content without written permission is prohibited. The Boulder County Business Report (USPS 018-522, ISSN 1528-6320) Is published biweekly, with an extra issue in December, by Boulder Business Information Inc., a Colorado corporation, 3180 Sterling Circle, Suite 201, Boulder Colorado, 80301-2338. Periodical Postage Paid at Boulder, CO and at additional mailing offices. Subscriptions are \$49.97. International subscriptions are \$180.00.

POSTMASTER; Send change of address notices to:

The Boulder County Business Report, P.O. Box 1399, Fort Collins, CO 80522.
(303) 440-4950 Fax: (303) 440-8954 E-mail: cwood@bcbr.com Web: www.BCBR.com

Plexus design center grows volume of custom projects

BY BUSINESS REPORT STAFF
news@bcbr.com

LOUISVILLE — Wisconsin-based Plexus Corp. (Nasdaq: PLXS) entered the Boulder Valley 10 years ago with 10 local employees.

It opened a small office where it handled the design services for the company's overall full range of electronic manufacturing services. The Boulder Design Center - located in Louisville - was the Corporate Center at Centennial Valley's first tenant.

Today, the office has grown to 24,000 square feet and nearly 70 employees.

"We like this area because it's a central hub in the United States, close to a major airport for distribution, and several universities for recruitment," said Mike Running, Plexus' vice president and head of the company's Technology Group.

Plexus has also been able to tap numerous local clients to help them design and manufacture products. Plexus focuses on mid- to low-volume electronic projects, Running said.

"We're not making millions of cell phones," he said. Rather Plexus is helping design and produce the custom technology for a wireless computer communication in a hospital, or a device for the defense and aerospace industry.

The company recently was awarded a contract by Netherlands-based QIAGEN to develop a new automated screening system for the preprocessing of human papillomavirus DNA samples. The product provides a highly automated solution to a current manual process, through sophisticated robotic motions. Financial details of the deal were undisclosed.

As of late, Plexus is pushing into the alternative-energy product market as well.

"Our design centers — including our Boulder Design Center — are currently engaged with customers in developing leading edge technology for Smart Grid applications, power storage and retrieval products, and innovative control systems that lead to improved overall system reliability," Running said.

Plexus also is helping alternative energy companies to design and produce high-efficiency wind and solar inverter products. These are the electronics that convert power produced by photovoltaic cells and wind turbines into grid-compatible electrical power.

"All of these products help to drive down the cost of producing renewable energy, which in turn helps to make



MICHAEL MYERS

Jason Jones works on a part to be used in an electronic device for noise testing at the Boulder Design Center in Louisville.

renewable energy power more cost effective to distribute and more readily available to the general public," Running said.

"With the focus put on renewable energy by the state of Colorado, the location of NREL, and the influx of renewable energy companies locating within the state, our Boulder Design Center is geographically well situated to support the many western region companies interested in leveraging our expertise in product design."

Running said the nation's recession is affecting the company some — it had to cut back its local employees by a couple of people last year — but overall, it's been able to "weather the recession."

Companywide revenue fell by 15 percent to \$389 million in the second quarter 2009, compared to a year ago. But Plexus officials say they see the rate of decline possibly slowing by the third quarter.

"Looking forward to the fiscal third quarter, we do not currently anticipate any further significant restructuring," said Plexus Chief Financial Officer Ginger Jones in a press release. "We have identified other cost-cutting measures that could be implemented quickly if forecasted revenues decline further or market conditions worsen. We feel we have struck the proper balance of cost-management and modest investments to support our many new program wins as well as our long-term growth strategy."

NOT JUST A JOB

QUALITY EMPLOYMENT FOR QUALIFIED CANDIDATES

THE RESOURCEFUL HUMAN RESOURCE™



BOLDER STAFFING

BOULDER & LONGMONT (303) 444-1445

BROOMFIELD & DENVER (303) 465-5548

→ ADMINISTRATIVE → INDUSTRIAL & WAREHOUSE
→ TEMP & TEMP-TO-HIRE → PROFESSIONAL PLACEMENT DIVISION (BP²)
→ PAYROLL SERVICE

ASA MEMBER OF American Staffing Association

BOLDERSTAFFING.COM
EST. 1992 | LOCALLY OWNED AND OPERATED

banks just aren't that into you

Find your financial relationship match at Elevations Credit Union

Maybe you should break from your bank. At Elevations, you'll find fewer fees, great rates on loans and credit cards, and friendly service by local people who care about your financial success.

open a checking account at a branch or online

NCUA Federally Insured by NCUA

 **ELEVATIONS**
CREDIT UNION

ElevationsCU.com 303.443.4672

Branches in Lafayette • Boulder • Longmont • Westminster • Erie

CORRECTION

In the Advertising, Marketing and PR Firms list in the April 17 issue, Griff/SMC Inc. should have been listed No. 12 with billings of \$800,000 in 2008.

LeftHand Networks co-founder making online play

TeamSnap helps recreational coaches manage schedules

BY JEFF THOMAS
news@bcbr.com

BOULDER — An Oregon-based Internet startup for managing recreational sports team is headed for Boulder and being led by a familiar face, Dave DuPont, one of the original six members of LeftHand Networks Inc., which was sold to Hewlett-Packard Co. last fall for an estimated \$360 million.

DuPont, who was a senior vice president for marketing at LeftHand and continued in early-stage network companies in the several intervening years since he left the company, said he's bringing a whole different animal to Boulder.

TeamSnap LLC, is a online application that helps volunteer coaches manage their youth and adult teams, quickly communicating player availability, changes in schedule and other often time-consuming tasks.

"The way I describe it to people is that I've been doing the plumbing of the Internet for the last couple of decades," he said. "The market for this kind of thing is a very different kind of beast — it's people like you and I. But a lot of what I've learned is the same — you are selling people a way to be more productive in what they do."

Since leaving LeftHand, Dupont has



MICHAEL MYERS

Dave DuPont, a co-founder of LeftHand Networks Inc., is heading TeamSnap LLC, an online application that helps volunteer coaches manage their youth and adult teams, quickly communicating player availability, changes in schedule and other often time-consuming tasks.

worked for an optical-storage company, Plasmin, and another storage networking play, Sanrad. He was brought into this play through the initial interest of James Wall, a former British attorney who runs a Denver-based public relations and marketing firm, Agency 33.

"We had created a beta site for OurTeamBase.com, which we had six or seven teams use, and about this time last year I started to raise capital," Wall said.

"I went to the Boulder Innovation Center, and they said what you need is a seasoned CEO who has done this before and could inspire confidence. We spoke to Dave and several others, but he was clearly enamored by the statistics, such as the potential market size."

DuPont said as he researched the opportunity he was struck by some of the mistakes made by both early and existing companies.

"I looked heavily into a concept

called MyTeam — they failed. They were too early, and they didn't really understand the market very well. The great bulk of the solutions approach the problem from a top-down. Companies that do signups for sporting events and do league activities.

"None of them appear to have any traction," DuPont continued. "In this space, having an established market and critical mass are a big deal."

A former Harvard Business School mate, who runs an online restaurant reservation business, suggested that DuPont look into TeamSnap. From that point on, DuPont said, he quickly realized it was a matter of acquiring an existing platform, rather than designing one from scratch.

"They never really commercialized it, although they clearly saw the opportunity to do that," he said. What they did have, however, was more than 100,000 users who had been attracted mostly by word-of-mouth, but who also were located around the world.

Even more incredible, DuPont said, was that a staggering 42 percent of the users had opted for the pay version of the application. With a well-established revenue stream already realized, DuPont said he knew it was a winner.

The free version allows for rosters, schedules and messaging, and a \$6.95-per-month version also allows

► See **Online, 9A**

Talk to your boss about switching to a FirstBank free business checking account.*

Assuming that's you, they should be fairly receptive.

At FirstBank, we know it takes a lot to run a small business. With free business checking, convenient services like Desktop Teller and Internet Cash Management, and our outstanding 24-hour customer service, we're doing everything we can to help your small business succeed. And that's something any boss can appreciate.

We're here to help your small business.



efirstbank.com

Member FDIC

*No minimum balance and no maintenance fees if your monthly transaction volume is 150 items or less. Items include all ACH debits and credits, paper debits and credits, and deposited items.

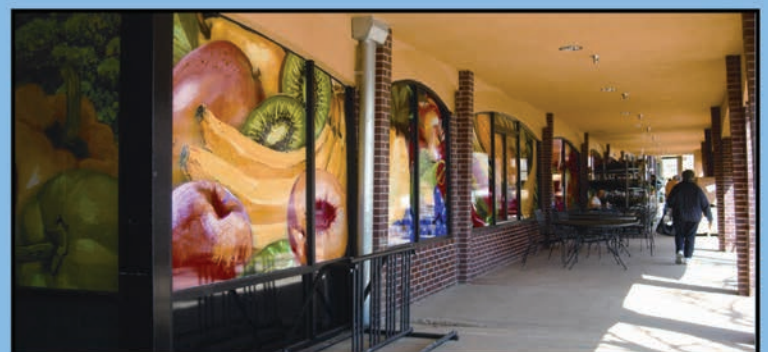
GRAF X GROUP

We do it all

Design • Print • Install



Vehicle Wraps



Window Graphics

And so much more . . .



www.pcigrafx.com 303.442.6410

SUMMIT from 1A

to attract companies.”

All three companies are attracting suppliers and expect other supply-related companies to move to the area.

“I am urging all our suppliers in Denmark to move here,” Jespersen said. “Vestas’ turbine blades weight from 10 to 12 tons each, and the company will use 200,000 tons of steel a year in the manufacturing process. Material transport costs are horrendous, and I pay the freight.”

– Doug Storum

Fixing a transportation mind-set

BOULDER – Getting people out of cars and into mass transit and on bicycles is the key to transportation

and emission problems, according to panelists during a breakout session at the Green Summit.

Dan Sturges’ company, Inrago Corp. in Boulder, has been working on developing alternative types of transportation that are smaller, lighter and more eco-friendly. But Sturges, along with the rest of the panel, said the biggest hurdle is changing the mind-set of Americans to change their driving habits.

Dave Kingsbury, with marketing firm Crispin Porter + Bogusky in Gunbarrel and an advocate of mass transit and bicycling, said behavioral change is needed to have fewer cars on the road.

CP+B runs a bus for its employees,

and it was difficult at first to lure workers to use it, Kingsbury said. “We call the bus the Disruptive Thinker, and not too many people were using it. But one night we called it the Disruptive Drinker and used it to shuttle employees for beer runs. Once they got on the bus and saw what it was like, some changed their minds.” Last year, employee ridership on the bus accounted for a reduction of 60,000 vehicle miles, he said.

Chris Hagelin, senior transportation planner for Go Boulder/city of Boulder, said the city is continuing to work on programs to take people out of vehicles into other modes of transportation. Besides buses and bikes, he said businesses could help affect change by allowing

employees to telework from home.

Carl Lawrence, chief executive of Boulder-based EETrex/Hybrids Plus, said technology continues to be developed to make better plug-in electric-powered cars that can be hooked into the electric power grid as an alternative to large gas-powered vehicles.

“We’ll be seeing new cars in two to three years,” he said. Fielding a question from the audience, Lawrence estimated that the technology for hydrogen fuel cell-powered cars is still 50 years away. “The cost is prohibitive,” he said.

Panel moderator John Tayer, an RTD board member for the district that includes Boulder County, said FastTracks, a plan for improving mass transit with light commuter rail throughout the region, is facing a \$2.2 billion funding gap created since the project was first passed in 2004. Tayer said RTD will pursue \$1 billion in federal funding and is considering putting to the voters a 0.4 percent sales tax, possibly in 2010, to make up the gap. If the federal money is secured and the sales-tax increase is proposed and it passes, Tayer said the system could be completed by 2017. He said the project could create 10,000 construction jobs.

– Doug Storum

Stimulating renewable energy

Federal stimulus money may keep renewable energy afloat and help revive Colorado’s economy.

Blake Jones, chief executive of Boulder-based Namaste Solar, and Jim Welch, chief executive of Bella Energy in Louisville, said President Obama’s stimulus package included in the American Recovery and Reinvestment Act of 2009 is allowing them to see past a bleak outlook for the first time since October.

Mona Newton, central regional representative from the Governor’s Energy Office, said there is \$44 million in stimulus money available for Colorado cities and counties, \$50 million available to the state and \$80 million to be disbursed over the next three years for weatherization of homes throughout Colorado.

The governor’s office is hoping to begin disbursing stimulus funds as soon as August or September. Cities and counties with a population of more than 35,000, such as Boulder County, the city of Boulder and the city of Longmont qualify for fund will come in the form of block grants.

Newton said there are programs for smaller counties. Stimulus money is only available for project financing and excludes programs for private sectors. The energy office is planning to provide loan money to the private sector, excluding research and development, by the time the money is available.

Welch and Jones emphasized there has and will be indirect benefits of the stimulus package for the renewable energy industry, including increased interest from venture capital firms and money for job training.

Paired with the stimulus money is

► See **Summit, 7A**

THERE HAS NEVER BEEN A BETTER TIME TO JOIN THE PELOTON!

With the economy rebounding, jump in before prices and interest rates rise again.

Take advantage of our best prices ever, along with historically low interest rates and our incredible Phase I Closeout incentives. Join more than 150 who now call The Peloton home and enjoy maintenance-free luxury living. Call or stop by today.

Boulder’s Only Rooftop Pool - Open 365 days a year
6,000-square-foot State-of-the-art Private Fitness Club
Private 22-seat Movie Theater with Stadium Seating
Two blocks east of the 29th Street Entertainment District
Adjacent to the Boulder Creek Path

Loft & 1 Bedroom from \$289K, 2 & 3 Bedrooms from \$459K
Sales Center Open Daily off of 38th Street & Arapahoe Avenue
303.457.5230 • ImagineThePeloton.com

THE
Peloton
My New Boulder.



Obtain the Property Report required by Federal law and read it before signing anything.

SUMMIT from 6A

a \$40 million loan program available through Boulder-based Climate Smart for energy conservation. These programs are in place to capture savings that can be reused for creating jobs, Welch said.

Welch and the other panelists agree that there needs to be accountability and transparency if Colorado is going to successfully use the stimulus package. "The point of these incentives is to be investments for the future. This will bring prices down so renewable energy can be affordable to everyone without the help of rebates," Welch said.

— **Brittany Rauch**

Cap-and-trade debate

BOULDER — Panelists discussing cap and trade agreed a federal policy on reducing carbon emissions is needed, but they differed on how to implement that policy.

At the forefront of the discussion was the latest cap-and-trade legislation proposed by U.S. Rep. Henry Waxman, D-Calif.

The legislation would cap energy producers on the total amount of carbon dioxide they emit. Beyond those limits the companies would face penalties, or have to purchase unused credits from other companies.

Andy Schultheiss, district director for Congressman Jared Polis, said his boss is supporting the bill. "We're dealing with the biggest problem we face in the world right now. It would take a pretty destructive bill for me to say it shouldn't pass. Its fate is in

the hands of a half dozen senators, all moderate republicans and democrats, in Washington. It's the Senate we have to worry about."

Schultheiss said the cap-and-trade legislation was better than past attempts at a carbon tax, an idea he thinks is dead.

But Matt Lepore, a partner at Holme, Roberts & Owen LLP, disagreed. He said there are supporters of the carbon-tax idea who believe it would be more fairly and easily implemented than cap and trade.

No matter how the government addresses the issue, everyone would feel the effect, the panelists said — mostly through higher energy costs. They agreed that isn't a bad thing, saying charging higher prices is a proven way to get people to lower energy consumption.

"There will be winners with this bill," said Paul Komor, professor or environmental studies at CU Boulder. Alternative energy companies, or other businesses that develop technologies to conserve energy will benefit, he said.

Komor and Lepore pointed to the government's successful cap-and-trade policy with sulfur emissions several years ago to reduce acid rain in the Northeast.

Luisa Lombera, an analyst with the Rocky Mountain Institute, supports the federal effort to reduce carbon emissions. "A uniform national system is the best way to go to put a price on carbon emissions, she said. "It ensures

► See **Summit, 8A**

Schendler: Having 'grit' key to affecting change

BY DAVID CLUCAS
dclucas@bcbr.com

BOULDER — Auden Schendler, director of sustainability at Aspen Skiing Co. and author of "Getting Green Done," likened the battle against climate change like a fight against Muhammad Ali in his prime.

"How do you approach an opponent like that?" Schendler asked the breakfast crowd at the Green Summit. "You go up with the best information you have ... and you fight, because it will be much enjoyable than just getting pummeled."



Schendler

Schendler said that everyone can join the fight.

"All work means solving climate change, I don't care what you do," he said. "Everything we do should be focused on this broader cause."

Schendler chronicled his work at Aspen Skiing Co. and the struggles he faced just to get the five-star hotels at the resort to change to more-efficient light bulbs. The hotel managers resisted — they didn't want cold-looking, buzzing,

blue compact florescent bulbs.

"So I went somewhere I felt more comfortable — the parking garage," Schendler said. He eventually got the hotel to change the bulbs there, but not without a fight from maintenance crews who were coming up with excuses on why they shouldn't change.

"It's not because they were ignorant ... it's because they wanted to do business as usual, because business as usual works really well," Schendler said.

Schendler said "grit and toughness are more important than beauty and intelligence," in convincing people to go green.

He added that each business or person needs to find their right outlet to go green — a lever that they can pull that has a greater cascading benefit to the environment.

Wal-Mart, for example, wanted to go green. But instead of just putting solar panels on its roofs, or recycling, it chose to affect more people by what it does best — retail, Schendler said. Wal-Mart led the effort to sell compact florescent blubs by commanding lower prices from manufacturers and prominently displaying them in stores.

It adds up.

healthy business
built on a healthy environment

Holme Roberts & Owen LLP
Attorneys at Law

Experience Listens. Be Heard.®

green + legal innovation
Greenovation

www.hro.com
303.444.5955

BOULDER DENVER COLORADO SPRINGS LONDON LOS ANGELES MUNICH PHOENIX SALT LAKE CITY SAN FRANCISCO

WE SEE OPPORTUNITIES OTHERS MAY MISS

The Value of Insight

You can expect a lot from your CPA and consulting firm — timely service, knowledgeable advice and accurate financial information. But what if a firm could surpass your expectations? At Clifton Gunderson, that's exactly what we do. Our 45 years of experience serving diverse clients and industries has given us the insight you can't find everywhere. Insight that can help turn obstacles into opportunities — and catch problems before they arise. Call your local Clifton Gunderson office to put our insight to work for you.

Clifton Gunderson LLP
Certified Public Accountants & Consultants
COUNT ON INSIGHT®

Broomfield • 303.466.8822
Greenwood Village • 303.779.5710
Colorado Springs • 719.635.0330

www.cliftoncpa.com

SUMMIT from 7A

that renewable portfolio standards and policy tools are in place and will serve as a kind of institutional acupuncture." She added local communities could make their largest impact by promoting energy conservation with incentives and greener building codes.

— Beth Edwards

Talking green real estate

BOULDER—It will take a combined effort from landlords, tenants and city leaders to get more commercial buildings to go green, experts said during one of the morning sessions of the summit.

If a landlord builds the core and shell green, but the tenant isn't green on the inside, then the maximum

potential of the green building is lost. It's the same result if the tenant is green, but the landlord is not.

Part of the problem is how to spread the cost and benefits of green upgrades, said John Wood, partner at law firm Holme, Roberts and Owen LLP. For example, under a common triple-net lease—where the tenant pays utilities—a landlord might be hesitant to build green, if then the tenant reaps the benefit of the savings. Under a gross lease—the landlord pays the utilities—a tenant wouldn't be encouraged to conserve energy.

Wood suggested that new "green leases" need to be written in which the landlord and tenant lay out their green expectations and requirements—every-

thing from participation of recycling to the types of paint used on the wall. If a landlord pays for utility costs, the green lease could include financial incentives for tenants to conserve energy.

Scott Rodwin, principal at Rodwin Architecture in Boulder, said he is working with the Boulder Valley's consortium of cities to develop a set of guidelines for commercial green buildings. He said the group plans to release its recommendations this fall.

One of the biggest ways cities, particularly the city of Boulder, can go green is update its land-code policies, Rodwin said.

"The land codes, particularly density and height limits, are the big dog

in the room," Rodwin said. He said politics in Boulder are more concerned about the look and height of a building, rather than its sustainability.

"Boulder is a suburban town," Rodwin said. "We're spread out." He encouraged the public to call for greater density and height allowances along major transit corridors to make for more efficient public transportation and shorter walking and biking distances between homes and services.

Mark Casey, president of Casey Partners Ltd., said landlords and lenders need to "look beyond the just economic success of a building."

"Once the commercial lenders adopt their practices around building green, we will see the private sector get on board very quickly," Casey said. That might take awhile in this recession, he said. "Short of pretty strong legal dictates, I don't think we'll see a strong push nationwide until after the recession."

— David Clucas

Tech transfer focuses on green

The executive director of the Colorado Renewable Energy Collaboratory said the commercialization of technology created through research at universities is on the rise.

David Hiller said the goal of the collaboratory, which consists of the National Renewable Energy Laboratory, Colorado School of Mines, Colorado State University, and the University of Colorado at Boulder, is to create renewable energy technologies, use renewable energies to support economic growth, and work with and educate researchers in the field of renewable green technologies.

"We are supporting the development of the "green collar" work forces in Colorado," Hiller said. The collaboratory assists the underfunded work forces and is working with colleges and other green facilities to provide centralized training centers.

The four organizations of the collaboratory have spinoff companies that have commercialized after initial research and development.

Tim Bour, director of the Boulder Innovation Center, an incubator that helps companies enter the green-tech industry, is working with ION Energy of Boulder, which is producing carbon dioxide from ionized salt. Bour said the center is helping to fund a company that was developed by a CU professor who found a cost effective way of cleaning heavy metals out of water, which is a major environmental issue for the mining industry.

David Gold, with Access Venture Partners, believes strongly in the change and growth of green technologies. Gold said one should not be forced to make a choice between living a clean sustainable life and living a life of fun and commodity. "The answer to living cohesively with both options is innovation," Gold said.

Trent Yang, working the University of Colorado's energy initiative, said CU is planning to make a big announcement that includes "big money" and large companies such as Xcel Energy,

► See **Summit, 11A**

EKS&H BUSINESS CONSULTING HELPS YOU ACHIEVE YOUR GOALS BY:

ASKING THE **HARD QUESTIONS**

GIVING YOU **HONEST ANSWERS**

PROVIDING **ACTIONABLE SOLUTIONS**

EKS&H

**BUSINESS
FINANCE &
STRUCTURE**

BUSINESS FINANCE

Balance Sheet & Cash Flow Management
Financial Modeling
Capital Structuring

ACCOUNTING PERFORMANCE

Speed & Quality of Financial Reporting
Internal Controls
CFO Services
Recruiting of Financial Professionals

SPECIALTY TAX SERVICES

Cost Segregation
R&D Tax Credits
International Transfer Pricing
Income & Estate Tax Valuation

WWW.EKSH.COM/BUSINESSCONSULTING

FOR MORE INFORMATION CALL DOUG ASKAM OR JOANNE BAGINSKI AT
303.740.9400

DENVER • FORT COLLINS • BOULDER

ON THE JOB



Gonsalves Callahan Blodgett



Grainger Jorissen Niedermuller

ADVERTISING, COMMUNICATIONS

Boulder-based **Sterling-Rice Group**, a brand strategy and marketing communications firm, has hired Elizabeth Seelye as a consultant in its Research, Strategy and Innovation Group. Seelye has managed insights, product positioning and strategy projects for brands such as Starbucks, Noodles & Company, Frito-Lay and others.

ARCHITECTURE, CONSTRUCTION

Kyle Callahan, architect and owner of **Kyle Callahan & Associates, Architecture**, has received accreditation as a provider of Leadership in Energy and Environmental Design for certification of high-performance buildings from the U.S. Green Building Council.

BANKING, FINANCE

Bob Blodgett has been named principal and Paul Niedermuller, CPA, has been named partner of **Clifton Gunderson**, a certified public accounting and consulting firm.

ECONOMIC DEVELOPMENT

Matthew Appelbaum, mayor of Boulder; Karen Benker mayor protem of Longmont; Frances Draper, executive director of the Boulder Economic Council; Susan Osborne, city of Boulder council member; Frank Phillips, city of Lafayette council member; and Scott Randall, town manager, town of Superior; are in a class of 33 community leaders who will participate in the National Renewable Energy Laboratory's **2009 Executive Energy Leadership program**.

EDUCATION

University of Colorado at Boulder Interim Provost Stein Sture named Russell Moore interim vice chancellor for research and John Stevenson interim dean of the graduate school.

GOVERNMENT

Stephanie A. Grainger will retire as deputy city manager for the **city of Boulder** on June 30. Grainger has been with the city since 1988 serving as transportation and utilities coordinator, transportation maintenance coordinator, assistant director of public works and interim city manager.

Judith McHale has resigned as a member of the board of directors of Longmont-based **DigitalGlobe Inc.** to become under secretary of state for public diplomacy and public affairs.

HEALTH CARE

David R. Hoover, chairman, president and chief executive of Broomfield-based **Ball Corp.**, has been elected to Eli Lilly and Co.'s board of directors and will serve on the audit and compensation committees.

HIGH TECH

Broomfield-based **eSoft Inc.**, a provider of Web-filtering, has hired Patrick Walsh as chief technology officer. Walsh previously held product management, marketing and threat prevention team positions during his tenure with eSoft.

Flatirons Solutions Corp. in Boulder has hired Andy Makowka as president of the company's Government Solutions line of business. Makowka succeeds the retiring co-founder and Government Solutions President Mary Pritchard.

HOSPITALITY, RECREATION

Millennium Harvest House Boulder has hired Sam Gonsalves as controller. Gonsalves has nearly 20 years accounting experience within the hospitality industry and most recently was assistant controller for the Millennium Knickerbocker Hotel in Chicago. As controller for Millennium Harvest House Boulder, Gonsalves will oversee all accounting, audit and IT functions.

PUBLIC SECTOR

Bikes Belong Coalition, a Boulder-based bicycle industry group working nationally to put more people on bicycles more often, has named Bruno Maier as membership and development director, and Joan Harold has taken on the new role of marketing and communications coordinator.

RETAIL

TWIST, a Boulder-based natural and eco-friendly household cleaning tools company, hired Lara Coleman as business development manager. Coleman will oversee daily and developmental operations for the company.

REAL ESTATE

Jeff Jorissen has joined **Coldwell Banker Residential Brokerage** in Boulder as a broker associate. Jorissen earned his real estate license in 1994 and is a member of the Boulder Area Board of Realtors. He serves the diverse real estate needs of clients throughout Boulder County, Berthoud, and surrounding communities.

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.

ONLINE from 5A

the entire team to track player availability, payments and refreshments, as well as post photos. A \$9.95-per-month version — off-season months are not charged — allows for tracking statistics, playing fields and weather conditions, as well customizing the site and making RSS feeds available.

DuPont hopes to bring about half-dozen people to work in a Boulder area office this year and is looking to attract about \$1 million in early investment. He doesn't expect much trouble.

"We were also able to ascertain, by domain name, that 30 of our clients were actually involved in venture capital," he said. "We've already had three or four of them contact us without prompting.

"There's an outstanding opportunity for a very fast, and large, return on investment," DuPont said. "I'm looking for \$1 million in investment, and I think we can quickly build to \$20 million in revenue. Compare that to LeftHand, where our first (round of investment) was \$10 million, and

that was just to get us going."

"There's not much competition right now, but I'm not naive," he said. "The bad news is everybody and his brother is coming."

Look for the first jobs available in Boulder to be in classic Internet marketing techniques: Web site and organic (free) search-engine optimization and paid search-engine placement. The more interesting jobs, however, may be in business-to-business plays, or affiliate marketing, that will follow.

Because there's a wealth of potential partners selling sports equipment and clothing, there's also quite a lot of potential for marketing through the TeamSnap site. That's where this play differs quite a bit from many Internet plays of the past.

"I get messages all the time trying to sell me something like shirts with logos, and usually it's just a bother," DuPont said. "But if I see that opportunity when I'm managing my team that becomes a service."

Personalized Professional Investment Advice to Grow and Preserve Your Wealth

John F. Truhlar, Ph.D., MSFS
Jeffrey B. Cohen

Complimentary Initial Consultation

303-444-7161

CAPAdvisors LLC

A Registered Investment Adviser
2960 Center Green Ct., #100, Boulder
capadvisorsllc.com



A Relationship that won't land you in counseling.

We'd like to be responsible for providing you with one stress-free relationship in your life. Find out how easy it can be and earn extra bonus interest when you link all of your accounts. You've got help, at least in the banking department.

Stop by your local Vectra Branch or call
(800) 232-8948 to open a Relationship Checking today!
Let's start a beautiful relationship together.

Proactive Relationship Banking

Boulder-Pearl
1700 Pearl St.
720-947-8450

Boulder-Broadway
2696 Broadway
720-947-8400

Broomfield
1990 W. 10th Ave.
720-947-8275

Longmont
2011 Ken Pratt Blvd.
720-947-8470

Westminster
3300 W. 72nd Ave.
720-947-8300

Park Centre - Westminster
1955 W 120th Ave
720-947-8060

Thornton
4151 E 136th Ave.
720-947-8040

VECTRA
COLORADO

vectrabank.com

Member FDIC

SUMMIT from 8A

but could not go into details.

The panelists agreed that it is difficult for startups that come out of tech-transfer programs to attract private investment capital. Gold explained that companies need to prove that they have current and potential equity, which means that it is harder than ever for startups to grow based off of debt-financing.

– **Brittany Rauch**

People, planet, profit

BOULDER – Panelists discussed how to embrace the triple bottom line in helping the environment while producing sound profits, during the Planet, Profit session.

Tess McFadden with Boulder Beer Co. said the company just received a PACE, or Partners for a Clean Environment, certification from Boulder County. The brewery updated its bathrooms with water-efficient toilets, installed a low-temperature and water-saving dishwasher, installed energy-efficient lighting and changed all its to-go supplies to be compostable or recyclable. It also has compostable straws, biodegradable cups for events and recycled coasters.

The brewery began printing its four- and six-pack carriers on 100-percent recycled cardboard, and it uses vegetable oil for the ink. It also donates its spent grain and yeast to local farmers to be used as feed, uses an energy-saving cooler and is installing insulation on some of its equipment.

The biggest change at the University Corporation for Atmospheric Research, UCAR, is a LEED-certified data center the company is planning for 2010 in Wyoming. The company also provides Eco-Passes, bikes and intercampus shuttle programs for its employees. It has zero-waste meetings and uses green office equipment in addition to composting and recycling. Kimberly Kosmenko, sustainability program manager at UCAR, said one of the biggest changes is to encourage green behavior norms in new hires.

Kim Coupounas, co-founder and chief environmental officer of Boulder-based GoLite LLC, said one of the biggest challenges for a manufacturer is using environmentally preferred chemicals. GoLite uses recycled polyester, which has a smaller footprint than petroleum-based virgin polyester. "You don't have to solve it overnight. Set really clear goals. The less stuff you build into a product the smaller the footprint," Coupounas said.

The company also has a strict vendor agreement with its manufacturing facilities in China to ensure they are green facilities.

– **Beth Edwards**

Honoring Eco Heroes

The Boulder County Business Report presented Eco Hero awards to 11 people at the close of its Green Summit.

The Business Report's editorial staff selected the honorees based on their personal efforts to improve the environment through their businesses and/or everyday life.

2009 Eco Heroes were Kathy Leon-

ard, UBS Financial Services; Scott Rodwin, owner of Rodwin Architecture; Chris Heinritz and Mark Heinritz, co-owners of The Sink Restaurant and Bar; Ed Self, founder of Wildlands Restoration Volunteers; and Barbee James, Details Design Studio.

Stories on the 2009 Eco Heroes will be included in the Green Book to be inserted in the June 26 edition of the Business Report.

Also receiving awards as 2008 Eco Heroes were Audrey DeBarros, 36 Commuting Solutions; Andy Bush, Morgan Creek Ventures; Ramona Clark, Growing Gardens; Gary Horton, Western Disposal Services; and Jim Welch, Bella Energy.

SUSTAINABLE PLANNING SEMINAR

An Introduction to Sustainable Investing & How to Create a Sustainable Estate Plan.

PRESENTED BY:



Tuesday 16th June 2009, 6:30pm
Spruce Street Mansion
1123 Spruce Street, Boulder, CO

www.caledoniawealth.com

Space is Limited, RSVP Today! (720) 239-1263



our **roots**
run **deep**

insight

commitment

value

CPAs since 1954

professionalism

independence

specialization

expertise

Together with CBIZ,

**ONE OF THE NATION'S
TOP TEN ACCOUNTING PROVIDERS**



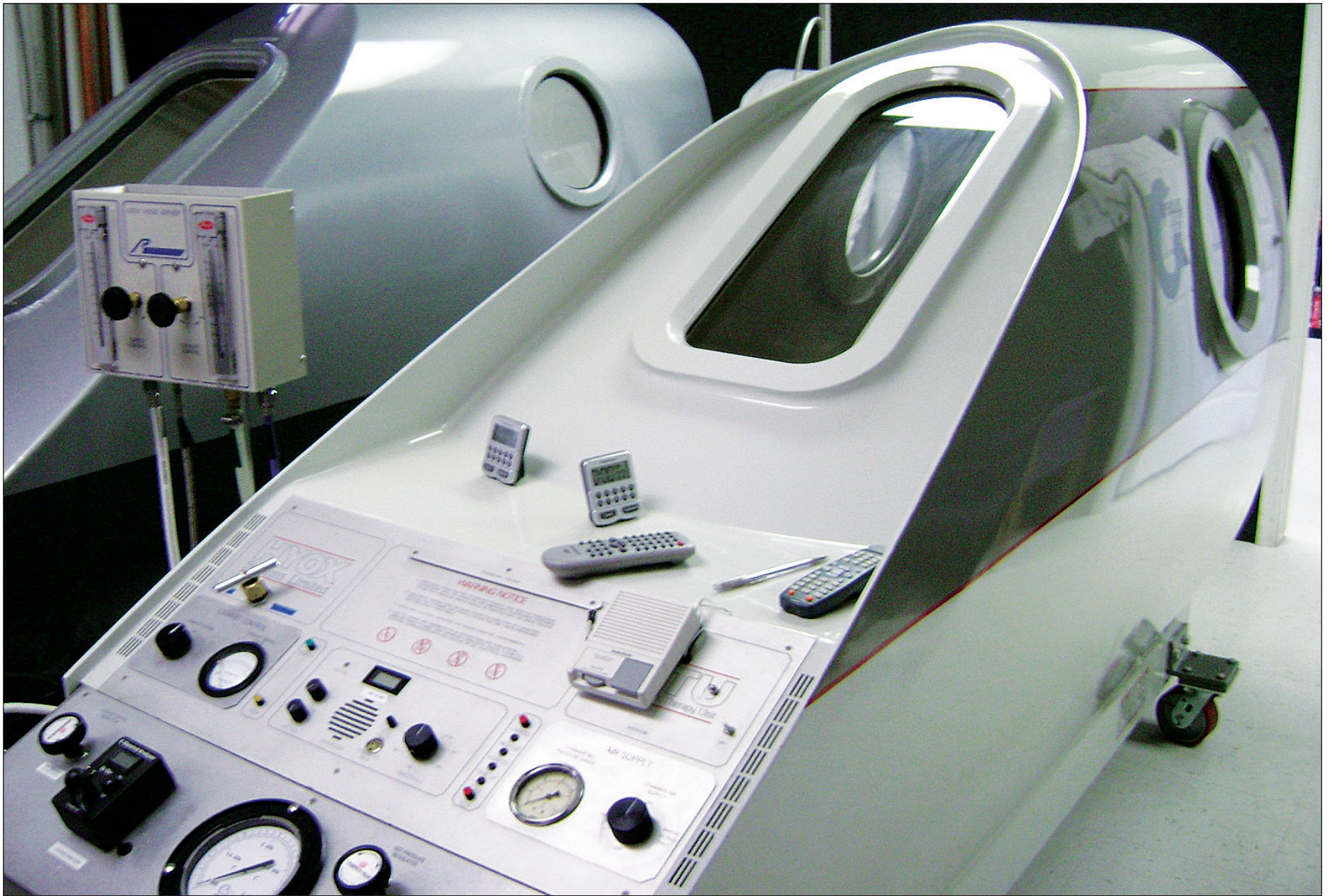
Mayer
Hoffman
McCann P.C.
An Independent CPA Firm

Contact Rick Angell
720.200.7000 • www.mhm-pc.com



Your company may also benefit from the wide range of financial, insurance and other consulting services that may be provided through our association with CBIZ.

HEALTH CARE & WELLNESS



COURTESY ROCKY MOUNTAIN HYPERBARIC INSTITUTE

The Rocky Mountain Hyperbaric Institute in Boulder has three chambers in which patients breathe in 100 percent oxygen under a prescribed amount of pressure to treat brain injuries.

Hyperbaric O₂ therapy helps some

FDA-approved treatment providing positive results for certain brain injuries, conditions

BY JENNIFER QUINN
news@bcbr.com

People with brain injuries, cerebral palsy and stroke survivors are just a few of the patients who can be helped by hyperbaric oxygen therapy, a relatively little-used treatment.

The Rocky Mountain Hyperbaric Institute in Boulder offers three chambers in which patients breathe in 100 percent oxygen under a prescribed amount of pressure.

The treatment delivers up to 15 times more oxygen to the tissues in the body than by standard breathing at normal atmospheric pressure and is approved by the Federal Drug Administration.

Ryan Fullmer, certified hyperbaric technologist and executive director of the institute, said this treatment has no side effects or risk to the patient. Fullmer knows the results of the therapy first hand as a stroke survivor

who has been using the treatment for many years.

"I could hardly walk, and now I ski and climb fourteeners," he said. "This treatment was the only thing that worked, and I tried all types of Western medicine."

After brain cells die or become dormant from lack of oxygen, which can be caused by an accident, the brain loses abilities controlled by the affected area. This can cause loss of speech, movement and memory.

Hyperbaric oxygen therapy delivers oxygen enriched blood to areas of the brain affected by the injury. These blood cells activate idling neurons, which can complete the functions of the dead brain cells. In many cases, patients regain functions to parts of the body which were previously paralyzed.

"The chamber is compressed to the depth prescribed by a doctor," Fullmer said. "The patient puts on something that looks like a space hel-

met and breathes oxygen for a certain amount of time, then the chamber is decompressed."

One of Fullmer's criticisms of traditional medicine is the lack of knowledge and availability of hyperbaric oxygen therapy.

therapy is under recognized and under-utilized for treating many conditions.

"The patients have a time and financial obligation for treatments," she said. "There is not a lot of research that proves this treatment is effective, but we are seeing anecdotal data

“There is not a lot of research that proves this treatment is effective, but we are seeing anecdotal data that supports these diagnoses. Mainstream treatment and medicine for neurotrauma has not worked.”

Julie Stapleton

MEDICAL DIRECTOR,
ROCKY MOUNTAIN HYPERBARIC INSTITUTE

"Our pharmaceutical companies have no interest in patenting oxygen because it would be bad for business," he said. "They would rather have patients take pills, not oxygen. Few doctors are aware of this treatment."

Julie Stapleton, medical director for the institute, said hyperbaric oxygen

that supports these diagnoses. Mainstream treatment and medicine for neurotrauma has not worked. HBOT should be readily accepted and available amongst the medical field and seen as medical option for conditions it's not currently recognized for."

► See **Hyperbaric, 15A**



COURTESY MICHAEL LAW MD/AESTHETIC PLASTIC SURGERY

During the last several years the procedure of using fat-transfer in facial rejuvenation has become increasingly popular. Fat is taken from some area of the body, run through a separation process to eliminate fluids and other matter, before the fat is transferred by injection.

Better techniques spark return to fat-transfer for facial rejuvenation

BY KEELY BROWN
news@bcbr.com

In the field of plastic surgery, everything old can become new again — and this doesn't just pertain to those aging skin cells.

During the last several years, the procedure of using fat transfer in facial rejuvenation has become increasingly popular. But Longmont-based plastic surgeon Dr. Peter Schmid has been doing the procedure on a regular basis for 17 years.

Back in 1992, Schmid first learned the procedure from Paris surgeon Dr. Pierre Fournier, an innovator of the technique.

"It first came out in the late 1980s, and initially it was popular, but then there was a loss of interest in it because of struggles with the viability of the fat graft, due to extraction techniques and problems with the longevity of the fat," Schmid recalled.

Today at his Institute of Aesthetic Plastic and Reconstructive Surgery, more than 90 percent of Schmid's face-lift patients are also opting to have additional fat-grafting procedures as well.

Fat-grafting involves taking viable living fat cells and transferring them to another area. Often, the fat is taken from areas of excess fat, such as the hips, abdomen or buttocks. This fat goes through a separation process eliminating fluids and other matter before the fat is transferred by injection into the desired area.

But in the early days of fat transfer procedures, miscalculations occurred when surgeons injected larger-than-necessary amounts of fat. This not only caused the facial skin to take on a lumpy appearance, but also

precluded the fat graft from getting sufficient blood flow, resulting in a lower survival rate for the fat tissue. Other problems occurred because the fat extraction process involved a liposuction type machine, which destroyed the delicate structures of the harvested fat.

After years of development, small-

“We've found that some of the best blood flow is in and under and on top of the muscles of facial expression. This gives better fat retention.”

Dr. Joel Meyers
PLASTIC SURGEON,
MEYERS AESTHETIC CENTER

er extraction instruments were introduced, and injection techniques were streamlined, ensuring that only small portions of fat are injected at a time.

Longmont-based plastic surgeon Dr. Joel Meyers said that in recent years the biggest advance in the fat-transfer procedure has been in the development of a new injection technique known as FAMI (fat autograft muscle injection), which guides the surgeon toward better areas for injection.

"We've found that some of the best blood flow is in and under and on top of the muscles of facial expression,"

► See **Fat, 15A**



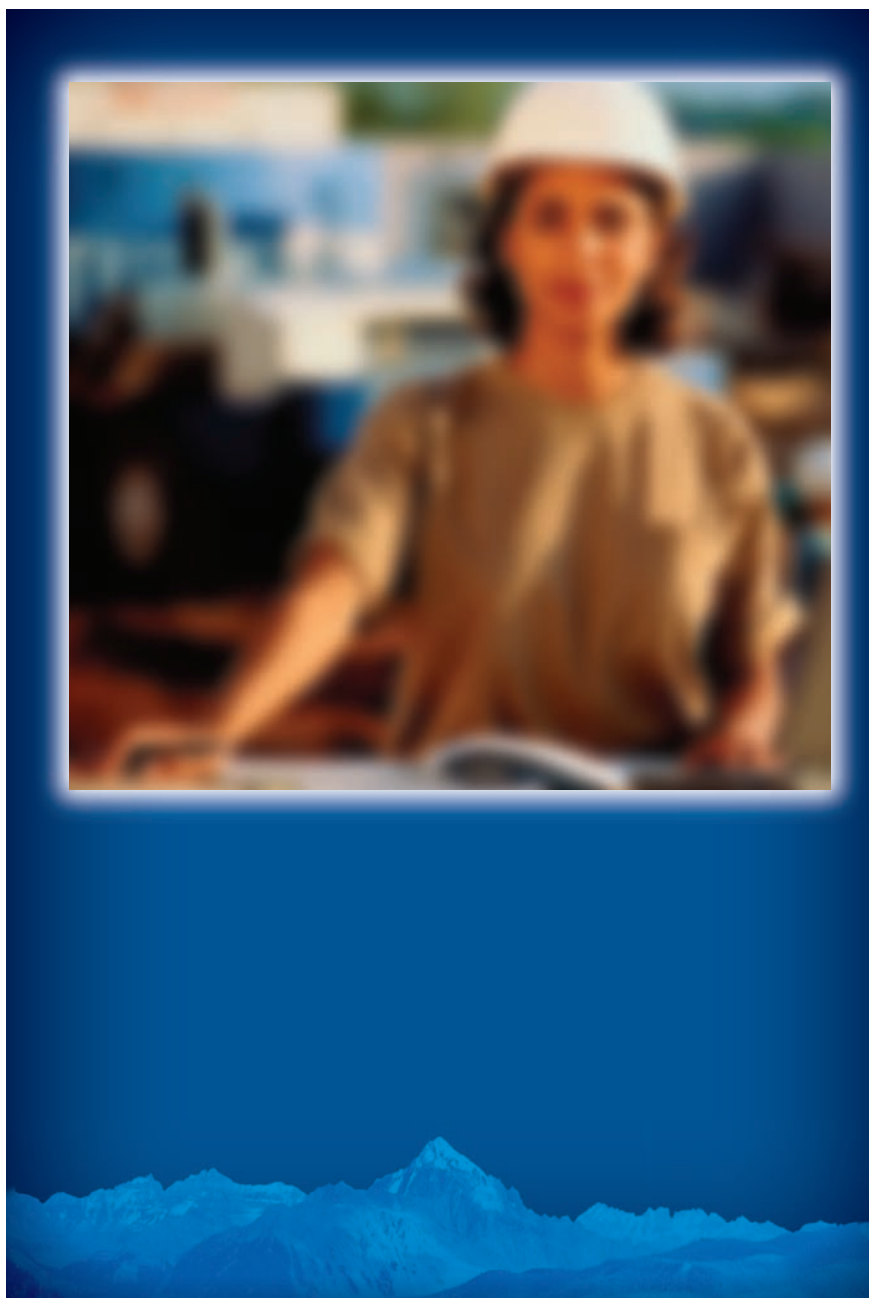
**honest answers.
exceptional results.**

For more than 16 years, Dr. Peter Schmid has helped thousands of men and women achieve subtle to dramatic improvements with aesthetic surgery and non-surgical procedures. If you want to look and feel your best, call now for your personal consultation. **For a limited time, get a free Total Block sunblock (value \$30) at your consultation.**

Voted #1 Doctor by readers of *Yellow Scene* magazine
Presidential Achievement Award, American Academy of Otolaryngology, Head/Neck Surgery
Governor's Board Award, American Academy of Otolaryngology, Head/Neck Surgery
National Educational Faculty and National Speakers Bureau, Allergan



Institute of Aesthetic Plastic & Reconstructive Surgery
Dr. Peter M. Schmid, Board Certified
1305 Sumner St., Ste. 100, Longmont
www.TheAestheticSurgeon.com Tel. 303.651.6846



PLASTIC & COSMETIC SURGEONS

(Plastic & Cosmetic Surgeons in Boulder & Broomfield counties listed alphabetically.)

RANK	Surgeon name Full Address Phone/Fax	No. of Years in Practice Member of American Board of Plastic Surgery? Member of the American Board of Otolaryngology? Web site	Where Received Medical School Training, Residency and Fellowships:	Practice Specialties	Percent of Practice Devoted to Cosmetic Surgery Other Professional Associations	Clinic Name Hospital Affiliation/s
1	BLUESTEIN, DR. EVE 1068 S. 88th St. Louisville, CO 80027 303-938-1161/303-443-6830	8 N/A N/A www.bsurgicalarts.com	Medical school: University of Cincinnati; Surgical internship and residency: University Hospital in Cincinnati, Ohio.	Facial plastic surgery.	N/A American Academy of Cosmetic Surgery, Webster Society of the Cosmetic Surgery Foundation, National Dental Board of Anesthesiology, Boulder County Medical Society, American Medical Association, Colorado Medical Society.	Bluestein Surgical Arts PC Skyridge Medical Center, Centrum Surgical Center, Boulder Community Hospital, Avista Adventist Hospital.
2	BURROW, DR. CLAUDE H. 2800 Folsom St., Suite B Boulder, CO 80304 303-449-5822/303-449-7422	30 Yes No www.DrBurrow.com	Medical school: University of Mississippi School of Medicine; Plastic Surgery residency: General surgery residency at University of Texas Southwestern in Dallas at Parkland Hospital. University of Tennessee.	Plastic surgery.	80% Fellow American College of Surgeons, American Society of Plastic Surgeons, Alpha Omega Alpha Honorary Medical Society.	Claude H. Burrow Avista Adventist Hospital and Boulder Community Hospital.
3	CAVANAUGH, DR. KEVIN C. 1551 Professional Lane, Suite 280 Longmont, CO 80501 720-494-9111/720-494-9555	14 N/A N/A N/A	Medical school: Loyola University Chicago - Stritch School of Medicine. Residency: Loyola University Chicago. Fellowship: University of Texas at Houston.	Facial plastic surgery, otolaryngology.	N/A N/A	Front Range Otorhinolaryngology & Facial Plastic Surgery N/A
4	GOLDMAN, ANDREW C. 4745 Arapahoe Ave., Suite 130 Boulder, CO 80304 303-558-8800/	11 Yes Yes www.enhanceyourskin.com	Medical school: Rush Medical College. Residency: SUNY- Health Science Center, Brooklyn. Fellowship: University Hospital Bern, Switzerland.	Otolaryngology, facial plastic surgery, skin laser resurfacing.	10% Board of Facial Plastic Surgeons.	Laser & Cosmetic Associates of Boulder and Boulder Valley Ear, Nose & Throat Associates Boulder Community Hospital, Avista Medical Center, Flatirons Surgery Center.
5	HARTLEY, DR. WINFIELD 2525 Fourth St., Suite 202 Boulder, CO 80304 303-443-2277/303-443-7124	8 Yes No www.boulderplasticsurgery.com	Medical school: Emory University; General surgery training and plastic surgery training: University of Texas Southwestern Medical Center, Dallas; Fellowship in aesthetic surgery: Dr. Bryon Mendelson, Melbourne, Australia; Fellowship in aesthetic and reconstructive breast surgery: Dr. Pat Maxwell, Nashville, Tenn.	Breast reconstruction and augmentation, facial rejuvenation, body contouring, skin cancer reconstruction. Minimally invasive short-scar facelifts. Body contouring after weight loss or pregnancy.	60% American College of Surgeons, American Society of Plastic Surgeons, Colorado Society of Plastic Surgeons, Colorado Medical Society.	Boulder Plastic Surgery Boulder Community Hospital, Avista Adventist Hospital, Longmont United Hospital.
6	KIEHN, DR. MARK 280 Exempla Circle Lafayette, CO 80026 303-861-3368/720-536-6880	4 Yes No N/A	Medical School: Temple University General Surgery Residency: Temple University Hospital Plastic Surgery Residency: University of Wisconsin Hand and Microsurgery: Buncke Medical Clinic Craniofacial Surgery Fellowship: University of Toronto, Hospital for Sick Children	Plastic and reconstructive surgery.	20% American Society for Reconstructive Microsurgery, American Society of Plastic Surgeons, American Society of Maxillofacial Surgeons, American Cleft Palate Craniofacial Association.	Kaiser Permanente Rock Creek Exempla Good Samaritan Hospital; Exempla St. Joseph's Hospital; The Children's Hospital - Denver, CO
7	KUISLE, DR. HANS R. 2525 4th St., Suite 202 Boulder, CO 80304 303-443-2277/303-443-7124	31 Yes No www.boulderplasticsurgery.com	Medical school: Northwestern University Medical School.	Plastic and reconstructive surgery, tummy tucks, liposuction, breast surgery, skin care, cancer reconstruction, Botox and fillers.	60% American College of Surgeons, American Society for Aesthetic Plastic Surgery, Colorado State Society of Plastic Surgeons, Colorado State and Boulder County Medical Societies.	Boulder Plastic Surgery Avista Adventist Hospital, Boulder Community Hospital.

► See List, 16A

The leading technology for prostate surgery. Now in Boulder.

ROBOT-ASSISTED SURGERY ALLOWS FOR FASTER RECOVERY, LESS PAIN.

Boulder Community Hospital is proud to bring the da Vinci Surgical System to our hospital and give local patients convenient access to the most technologically-advanced approach to prostate surgery.

Thanks to its smaller incisions and greater surgical precision, da Vinci surgery offers important benefits to patients, including:

- Significantly less pain
- Less scarring
- Less risk of infection
- Faster recovery

Instead of the large incisions used in traditional open surgery, da Vinci procedures use small incisions that allow a surgeon to use miniature instruments that are guided by a high-definition, 3D camera.

With greater surgical precision, increased range of motion, improved dexterity and enhanced visualization, our surgeons are able to help patients as never before.

Urologists offering robot-assisted surgery at BCH:

- James Clark, MD, 303-444-9000
- Sam Melouk, MD, 303-444-9000

To learn more about this break-through technology, please visit www.bch.org/prostate



Boulder Community Hospital

The best place to get better

bch.org

FAT from 13A

Meyers said. "This gives better fat retention."

Meyers said that new techniques are being developed in the fat-harvesting process, with surgeons adding blood serum to the fat during the separation process, adding nutrients that will contribute to maximum fat survival.

But Meyers added that a patient's physical fitness doesn't always guarantee a successful fat-transfer procedure.

"Patients in Boulder County tend to be more fit, and it's very common to see women in their 40s and 50s who are in excellent physical condition because of jogging and biking," he said. "However, because of this, their overall body fat is less than average. Their body may be trim and fit, but they've lost fat in their face. And if their overall body fat content is lower, the procedure won't work as well, because there aren't enough areas to harvest excess body fat from. A handful of my patients have even put on a little weight so they could have this procedure," he added.

Dr. Jeffery Swail, a Longmont-based plastic surgeon who began doing fat-transfer grafting procedures a decade ago, the success of the procedure depends upon how much of the fat graft survives in each individual patient.

"We shoot for 100 percent survival of the graft, but usually we're happy if we can get 40 to 70 percent survival of the graft," he said.

Because of the percentage of fat that doesn't survive the graft, patients generally need to have fat replenishment injections repeated two or three times every six months. After that, most of the time the graft will stabilize so that no further maintenance is needed. And for these replenishment procedures, patients can have excess fat harvested during the first procedure and frozen at the surgeon's office.

Surgeons agree that this more-natural process of having your own tissue implemented represents a major advantage for many patients.

"You're using your own tissue, so you're not having anything foreign injected into your body," said Dr. Swail. "That's why some people psychologically prefer it to something that comes from a factory."

While the cheek area is the most common site for these volume-producing fat injections, other popular areas include the crease running from the nose to the corners of the mouth, the temples, and the orbital rim of the eye.

"Superficial wrinkles, such as fine lines around the mouth and eyelids, are not well-served by this procedure," Swail said. "If you try to infiltrate the fat into these areas, lumpiness and irregularity will occur. The fat-transfer process is primarily for augmenting the over-

all contours of the face, plumping out the deeper types of wrinkles."

Surgeons have recently discovered that one surprising outcome is that fat transfer has some stem cell capabilities, which have the potential to cause new tissue to form, thus regenerating collagen.

“You’re using your own tissue, so you’re not having anything foreign injected into your body. That’s why some people psychologically prefer it to something that comes from a factory.”

Dr. Jeffery Swail

PLASTIC SURGEON,

BOULDER VALLEY PLASTIC SURGERY CENTER

And while fillers such as collagens and hyaluronic acid are still popular in reconstructive surgery, reconstructive surgeons agree that the primary benefit of fat transfer is that, if completely successful, it offers permanent correction — as opposed to most fillers, which have to be renewed every 12 to 18 months.

One disadvantage is that the recovery period can be considerably longer, since fat transplantation involves two surgical sites — where the fat is harvested from, and where it is injected. While injecting most fillers requires a 24 to 48 hour recovery period, fat transfer procedures take a 7 to 10 day recovery period, due to the fat-grafting involved.

Another consideration is cost. While injectables can run from \$400 up to \$1,000, a basic fat transplantation typically starts at around \$900 and can run up to \$4,000.

Schmid said it's imperative for patients interested in the procedure to find a surgeon not only experienced, but also artistically skilled in the fat transfer procedure.

"It's a technique that a plastic surgeon has to be passionate about, in order to get a good result," he said. "The surgeon has to understand anatomy and beauty and aesthetics and proportion, as well as what's in the patient's mind's eye. It's important to achieve a natural appearance.

"Primarily it's all about adding volume throughout the facial zones and creating a balance — and even a harmony, when it's placed right," he added.

HYPERBARIC from 12A

She said oxygen therapy is rapidly gaining interest in treating various recognized disabilities or disorders.

Stapleton provides the institute with medical supervision and screens the patient to be considered good candidates for treatment.

"It is very exciting to be involved with a treatment that is up and coming," she said. "Interest seems to be growing at a steady rate, but getting the word out is difficult."

While receiving treatment patients can watch movies, listen to music, read or sleep. Sessions last an hour to 90 minutes depending on the injury.

Since opening in 2007, the institute has worked with 50 patients. In the beginning of 2009 Fuller and Eddie Gomez, assistant to the executive director, opened the Rocky Mountain Hyperbaric Association, a nonprofit organization to help people receive treatment. Hyperbaric oxygen therapy is available in Boulder County only at the institute in Boulder. The treatment is not covered by insurance and costs \$125 to \$165 depending on the prescription.

Proponents of the therapy said it can be an effective treatment for anti-aging.

Fuller and his partner own the clinic, which started after one of Fuller's private patients permitted the use of his \$75,000 chamber to be used by other patients. The institute purchased two additional chambers for \$50,000 and \$30,000. The com-

pany has four employees to run the business and take care of patients.

David Gibbs, the clinic's first patient, has been with the clinic for two years after a car accident. He said the chamber is like a miniature submarine with a bed that slides in and out. His prescription is a pressure of 10-feet below sea level. At this pressure Gibbs experiences a popping of his ears during treatment. He likened it to diving into water. Gibbs has had 147 treatments.

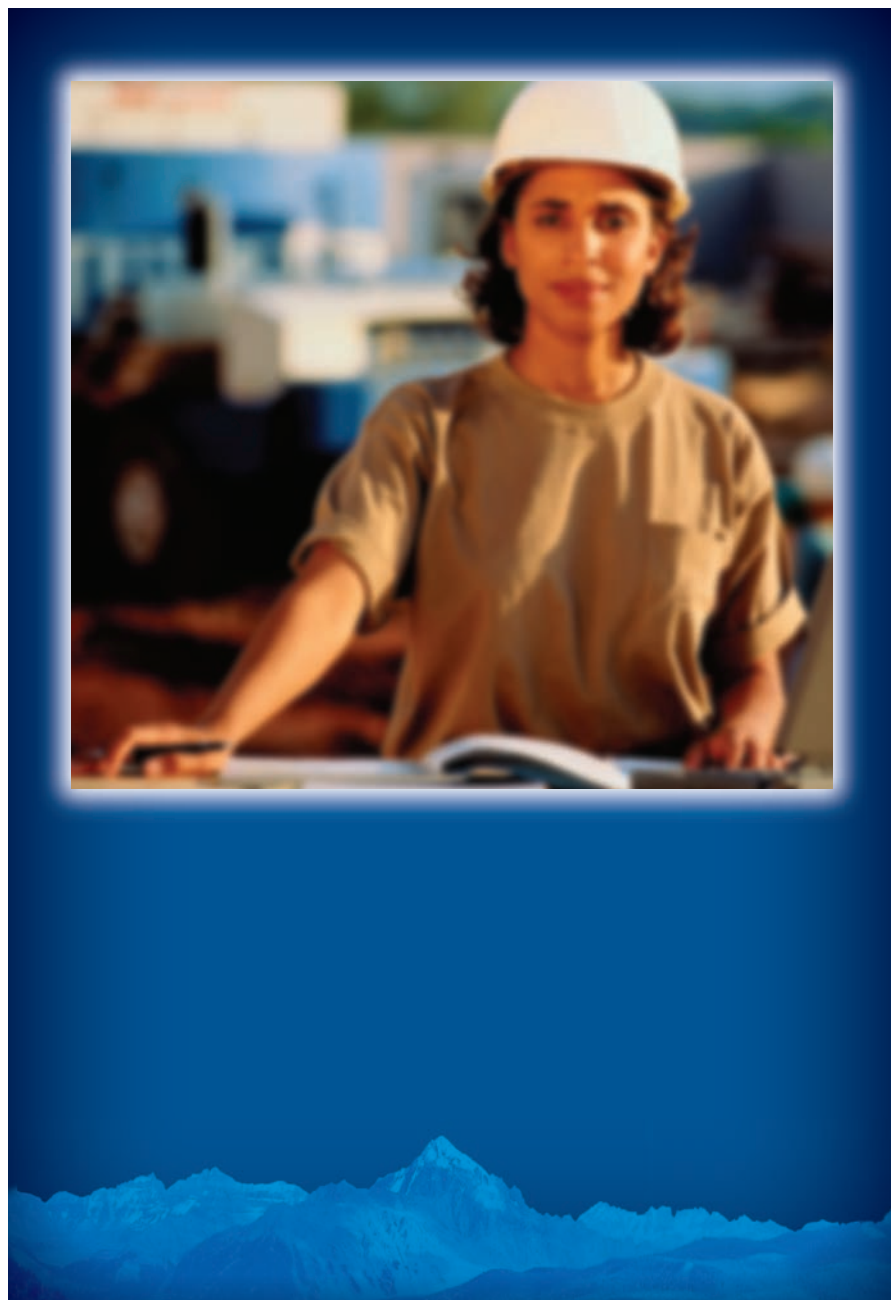
"I have seen a difference since I started the treatment," Gibbs said. "It helps with mental and physical stamina, and I can do more without getting tired. Riding a bike used to be a problem because I would be moving my head around and get dizzy. I would get home and recline in a chair until my headache went away. I still have other problems, but it is nice to have a treatment that is working well."

The treatment has allowed Gibbs to eliminate his intake of medication by two-thirds.

"I tried everything out there for brain injury treatments from acupuncture to chiropractic and medications and HBOT has helped me the most."

Gomez, also a patient, said hyperbaric oxygen therapy heals the brain and body.

"As a patient I have experienced amazing results and am a believer in the treatment," he said. "It is very relaxing to watch a movie or put on a CD for an hour or two of personal time."





PLASTIC & COSMETIC SURGEONS

(Plastic & Cosmetic Surgeons in Boulder & Broomfield counties listed alphabetically.)

RANK	Surgeon name Full Address Phone/Fax	No. of Years in Practice Member of American Board of Plastic Surgery? Member of the American Board of Otolaryngology? Web site	Where Received Medical School Training, Residency and Fellowships:	Practice Specialties	Percent of Practice Devoted to Cosmetic Surgery Other Professional Associations	Clinic Name Hospital Affiliation/s
8	MA, DR. DEBORA 2668 Northpark Drive, Suite 110 Lafayette, CO 80026 303-666-6336/303-666-0616	6 Yes No N/A	Univ. of Rochester, MD 1993 Univ Hosp of Cleveland- Gen Surgery Yale University - Plastic Surgery 2001	Breast surgery, liposuction, cosmetic surgery.	95% AWS (Association of Women Surgeons).	Blue Aspen Plastic Surgery N/A
9	MCDOWELL, DR. BRAD 280 Exempla Circle Lafayette, CO 80026 303-861-3368/	16 Yes No www.kp.org	Medical School: University of New Mexico; General Surgery Residency: Texas Tech; Plastic Surgery Residency: Indiana University	Plastic and reconstructive surgery.	20% ASPS, CSPA.	Kaiser Permanente Rock Creek N/A
10	MEYERS, DR. JOEL S. 1400 Dry Creek Drive Longmont, CO 80503 303-682-3386/303-682-3398	17 N/A N/A www.eyecaresite.com/aesthetics	Medical school: Thomas Jefferson University; Residency: Long Island Jewish Medical Center; Fellowship: Ophthalmic Plastic and Reconstructive Surgery, University of Arizona.	Facial aesthetic surgery, liposuction and fat transfer, laser resurfacing, eyelid surgery, lifts, implants, Botox, Dermal Fillers, skin care and massage.	N/A Board-certified by the American Board of Ophthalmology, American Society of Ophthalmic Plastic and Reconstructive Surgery.	Meyers Aesthetic Center N/A
11	MORRISSEY, DR. DAVID 4745 Arapahoe Road, Suite 202 Boulder, CO 80303 303-443-2771/303-443-2784	15 No Yes N/A	Medical School: University of Colorado. Residency: Oregon Health Science University.	Facial reconstruction. Head and neck surgery.	10% Laser and Cosmetic Associates of Boulder.	Boulder Valley Ear, Nose & Throat Associates Boulder Community Hospital, Avista Adventist, Longmont United
12	REPLOGLE, DR. SCOTT 1032 S. 88th St. Louisville, CO 80027 303-666-4554/303-666-5362	26 Yes No www.replogleplasticsurgery.com	Rush Medical College, Rush University, Chicago; University of Colorado Health Sciences Center, Denver; University of California, San Francisco.	Cosmetic plastic surgery.	100% ASPS, ASAPS, CMS, BMS, CRSPRS.	Replogle Plastic Surgery, Advanced Skin Care Avista Adventist Hospital.
13	SCHMID, DR. PETER M. 1305 Sumner St., Suite 100 Longmont, CO 80501 303-651-6846/303-651-6794	15 N/A Yes www.TheAestheticSurgeon.com	University of Health Sciences Kansas City College of Osteopathic Medicine	Facial plastic surgery, cosmetic and reconstructive surgery, nose surgery, face lifts, eye lifts, lip augmentation, sinus surgery, CO2 laser resurfacing, Portrait Skin Regeneration, intense pulsed light skin photorejuvenation, FotoFacials, Botox Cosmetic, Thermage ThermoCool, collagen, Restylane, Hylaform, Obagi, SkinCeuticals, Jane Iredale mineral makeup and skin care.	60% Fellow, American Academy of Cosmetic Surgery; Member, American Academy of Facial Plastic & Reconstructive Surgery; Fellow, American Academy of Otolaryngology, Head/Neck Surgery; Board Member, American Osteopathic College of Otolaryngology, Head/Neck Surgery; Member, International Society of Cosmetic Laser Surgeons.	Institute of Aesthetic Plastic & Reconstructive Surgery LLC Longmont United Hospital, North Surburban Medical Center, Platte Valley Medical Center, St. Anthony's Hospital, Avista Adventist Hospital.
14	SWAIL, DR. JEFFREY 2617 Broadway St. Boulder, CO 80304 303-449-6666/303-449-7023	14 Yes No www.implantinfo.com	Residency: Queens University Winnipeg General Surgery; Plastic Surgery Residency: Halifax, Nova Scotia.	Plastic and reconstructive surgery: face-lifts, eyes, liposuction, tummy tucks, hand specialist, breast reduction, reconstruction, augmentation, lifts, Botox, facial fillers, laser treatments.	90% American Society of Plastic Surgeons, Colo. Society of Plastic Surgeons, Boulder County Medical Society, Plastic and Reconstructive Surgeons.	Boulder Valley Plastic Surgery Center Boulder Community Hospital, Longmont United Hospital, Avista Adventist Hospital.
15	TERKONDA, DR. RAJ P. Longmont Clinic 1925 W. Mountain View Ave. Longmont, CO 80501 720-494-3120/720-494-3114	12 No Yes www.longmontclinic.com	Medical school: University of Missouri; Internship in General Surgery: Hennipen County Medical Center; Residency in Otolaryngology - Head and Neck Surgery: University of Minnesota; Fellowship in Facial Plastic and Reconstructive Surgery: University of California - Davis.	Facial cosmetic surgery including rhinoplasty, face/neck lifts, blepharoplasty, chin/cheek/lip augmentation, otoplasty, medical skin care and peels, laser procedures. Facial reconstructive surgery including cleft lip/palate, skin cancer, facial trauma and deformities, nasal and sinus surgery, snoring and sleep apnea.	60% American College of Surgeons, the American Board of Facial Plastic and Reconstructive Surgery, the American Academy of Otolaryngology - Head and Neck Surgery, and the American Cleft Palate Craniofacial Association.	Longmont Clinic Longmont Surgery Center, Exempla Medical Center.

N/A: Not available.

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

SOURCE: BUSINESS REPORT SURVEY
RESEARCHED BY Beth Edwards

If you had invested money in the stock market a year ago

you would have lost about 1/2 of your money.

If you had invested in LASIK eye surgery with InSight Lasik a year ago, you would have enjoyed 12 months of worry-free vision.

When your 401K statement arrives in the mail, are you reluctant to open it?

Give yourself a gift you'll joyfully open each and every day.

Invest in yourself. There is no better time...

insight
LASIK



303.665.7577
www.insightlasik.com

1120 W South Boulder Rd in Lafayette
11960 Lioness Way Suite 150 at Lincoln & I-25



We are the Exclusive Lasik Vision Specialist of the Broomfield Event Center, the Rocky Mountain Rage Central Hockey League Club, the Colorado 14ers National Basketball Association Development League Club, and the official LASIK provider of Mile High Sports Radio and Tough Girl Cycling Team.

MCSTAIN from 1A

A failed ESOP can be “fertile ground for lawsuits,” one attorney said. Shareholders could try and claim that the ESOP was mismanaged, he said. “The independent trustee has a fiduciary liability to the shareholders. Their duty is to make sure the stock is a reasonably prudent investment, and if not, pressure management to boost the value or sell. But that’s hard to do with a private company, especially since this was a home builder in this economy.”

Public tax documents list First National Bank of Colorado as McStain’s ESOP trustee as of the end of 2007. Bank officials could not be reached for comment.

The Hoyts could not be reached for comment on the company’s ESOP plan, but they spoke earlier about general details of the bankruptcy.

Tom Hoyt said McStain will work through bankruptcy to complete and sell 35 homes across the Front Range that are either under construction or for sale. The closest of these homes to the Boulder Valley are in Westminster at McStain’s Hyland Village project.

“We’re working diligently with vendors, creditors and lenders to complete what we started and get a maximum return, instead of just liquidating everything,” Hoyt said.

McStain’s bankruptcy filing showed the company had assets between \$10 million and \$50 million and owed creditors about the same.

The filing listed insurance brokerage firm Hub International-Scheer’s Inc. as the top unsecured creditor with a claim of \$10.85 million. It was followed by Key Bank with a \$3 million claim, Boulder-based Crestone Capital with a \$2 million claim and Boulder-based William and Associates with a \$1.54 million claim.

Thirteen other unsecured creditors were listed claiming less than a \$1 million each, including Eric Wittenberg, former McStain chief executive officer, First National Bank in Boulder and Boulder-based Namaste Solar Electric Inc.

McStain’s Indian Peaks South neighborhood in Lafayette is not part of the bankruptcy filing, Hoyt said. It is owned by a separate partnership. Also protected from the bankruptcy,

MCSTAIN’S BANKRUPTCY

filing showed the company had assets between \$10 million and \$50 million and owed creditors about the same.

legal experts said, is the company’s employee 401 (k) plan, which had about \$4 million in it at the end of 2007, according to tax documents.

The Hoyts founded McStain in 1966 after acquiring Horizon Building Company, a small custom homebuilder in Boulder. The business was expanded to include the design and development of master-planned communities featuring integrated neighborhoods of condominiums, townhouses and a variety of single-family homes.

The company surpassed the \$100 million annual revenue mark in 2002 and reached \$118 million in revenue at the height of the housing boom in 2005, employing nearly 400 people. It received numerous awards and accolades for its commitment to green building in recent years.

The national housing bust then took its toll on McStain. In 2007, revenue was cut by more than half to \$50 million, and in 2008 the company cut back its staff and Wittenberg resigned as CEO.

In an attempt to starve off bankruptcy in November 2008, McStain closed its physical headquarters in Louisville, reduced its staff to about 20 people and operated the company virtually from several locations. It sold off several future residential neighborhood projects such as West Grange in Longmont.

Hoyt said the final straw was a difficult financial credit environment. In a letter to friends and employees, he said the company was unable to find further equity investments and getting any kind of new bank funding for construction loans was virtually impossible.

“That economic reality, coupled with a backlog of unfunded liabilities makes it abundantly clear that, at least until this great recession is over; there is no viable way for McStain to operate,” Hoyt said.

PRODUCT UPDATE

Door to Door Organics in Louisville is offering an all-local box fresh organic produce during the Colorado growing season, July through November. All Door To Door Organics boxes have contained some local produce since mid-May. The all-local boxes are available in two sizes, the Bitty for \$23.66, and the Small for \$33.66. Some examples of produce in the local boxes are peaches, cherries, melons, apples, pears, spinach, corn, peppers, head lettuce, greens and summer squash.

Covidien, a global supplier of health-care products with operations in Boulder, launched its Alarm Management System for the Nellcor, OxiMax N-600x pulse oximeter. Oxygen saturation is a critical measure in patients experiencing respiratory depression. The alarm system alerts hospital staff to periods of desaturation and potentially worrisome patterns.

Boulder-based **Mocapay** has launched a mobile gift card iPhone application available on iTunes. In addition to the iPhone application, Mocapay will be introducing its Blackberry application on select handset models in third quarter 2009.

Boulder-based **Anark Corp.**, a provider of automated 3-D computer-aided design software, is offering support for OpenFlight via its Core 2.2 platform. The added support is expected to help developers more quickly and easily prepare designs.

Boulder-based **Electric Rain Inc.**, which develops 3-D multimedia software focused on Adobe Flash, launched a new version of its Swift 3D software. The new version, Swift 3D 6.0, is faster, has more advanced texturing and bump mapping, Boolean operations, enhanced support and more.

Louisville-based **GHX LLC** launched Health Connection, a health-care focused data pool. The data pool will supply information certified by the GS1 Global Data Synchronization Network regarding supply-chain management to help companies reduce costs and increase efficiency.

Lafayette-based **myDIALS Inc.** launched its performance management version 3.0 that offers real-time scenario analysis that will help users monitor performance, identify performance problems and implement corrective measures.

NONPROFIT NETWORK

Mountain High Appliance in Louisville has partnered with The Guild of the Children’s Diabetes Foundation at Denver. For each family member who visits Mountain High’s Louisville showroom and fills out a Mountain High Appliance/Children’s Diabetes Foundation contact information card, a contribution will be made in honor of that person or family.

Culinary Software Services in Boulder has created the ChefTec Fund, a nonprofit that will provide free copies of ChefTec Plus software. The first beneficiary of the ChefTec Fund is Life’s Kitchen in Boise, Idaho. Life’s Kitchen helps at-risk youth by building self-sufficiency and independent living skills through comprehensive foodservice and life skills training.

GOOD DEEDS

Bella Energy in Louisville planted 72 trees at nine residences in the Pine Ridge Indian Reservation in South Dakota. Each resident of the Lakota Ogalala tribe received seven wind-blocking and two shade trees.

The **Bolder Boulder** donated 11,800 pounds of food, which included power bars, rice,

adzuki bean chips and fresh fruit. The unused snack bags for runners were distributed to Community Food Share’s 57 member agencies and its Direct Services program.

FUNDRAISERS

The **I Have A Dream Foundation’s** annual golf tournament fundraiser will be Thursday, June 18, at the Colorado National Gold Club in Erie. Tournament benefits the “I Have A Dream” long-term dropout prevention program. The tournament will feature CBS 4 sports anchor Reggie Rivers as emcee and Denver Nuggets’ Anthony Carter, as well as a silent auction, prize giveaway, breakfast and lunch. 303-444-3363, ext. 16.

The Mark Simpson Golf Tournament will be Saturday, June 20, at the Coal Creek Golf Course in Louisville. The tournament benefits the **Health-Links Foundation**, a nonprofit that provides financial support, education and community outreach services to promote healthy, active survivorship for cancer, lymphedema and Parkinson’s disease patients and families. www.healthlinksfund.org.

**Since our beginning,
our focus has never wavered:
protecting your company
and its employees.**



In the insurance industry, nothing is more powerful than keeping your focus. Pinnacol has stayed true to that belief – because for decades, we’ve been proving our commitment to Colorado companies and their employees by delivering the most comprehensive workers’ compensation coverage available – before, during and after a claim. It begins with our attention to preventing accidents from ever happening through our loss prevention and risk management programs. If an accident should occur, our efficient claims management helps get your employees quickly and safely back to work, because we understand how important they are to making your business succeed. Protecting your workforce and keeping your company running at peak performance is the assurance you get from Pinnacol. To learn more why Pinnacol should be a part of your insurance plan, please contact your independent insurance agent or Pinnacol at 800-873-7242, or visit pinnacol.com.

PINNACOL
ASSURANCE

1.800.873.7242 www.pinnacol.com

Colorado’s choice for workers’ compensation





No two employees are alike. And neither are their health decisions.

Your employees' decisions impact not only *their* health, but also your company's costs and productivity. To enable better decisions, UnitedHealthcare is helping to lead the way with personalized health care management solutions designed to help people – and businesses – maintain their health and well-being.

- Personal health assessments
- Personal doctor selection
- Personal wellness programs/tracking
- Personal cost estimators
- Personal care consultants
- Personal health records
- Personal care plans
- And more

Personalization is the heart of health care.SM
Better decisions lead to better results.

Find out how we personalize your employees' health care to help your bottom line.

1.877.271.6824

uhctogether.com/west
Or contact your broker.



© 2009 United HealthCare Services, Inc. Insurance coverage provided by or through UnitedHealthcare Insurance Company or its affiliates. Administrative services provided by UnitedHealthcare Insurance Company, United HealthCare Services, Inc. or their affiliates. Health Plan coverage provided by or through UnitedHealthcare of Colorado, Inc. UHCCO436191-000

CALENDAR

JUNE

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=zrrbt>.

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 Economic 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.

17-19 The **LOHAS Forum**, a gathering of green-minded businesspeople, will take place at the St Julien Hotel and Spa in downtown Boulder. The event will feature speakers from Coca-Cola, Wal-Mart, Starbucks, BMW's DesignWorks and Method, among others.

LOHAS is an acronym for Lifestyles of Health and Sustainability. Registration fees are \$995 for a full pass, \$595 for a single-day pass. Rates for nonprofits are \$695 for a full pass and the nonprofit single-day pass is \$475. Cost to attend the NMI Workshop titled "Maximizing the Marketing Mix Variables," is \$695. To register, go online at www.lohas.com.

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.

22 Boulder Digital Arts is offering a workshop **Getting Started with InDesign** 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.

25 The Boulder Center for Conscious Living presents **Learn to Write Marketing Copy** from 6 to 9 p.m. Cost is \$99. For more information, call 303-460-0285 or go to www.thecopywritinginstitute.com or e-mail kelly@thecopywritinginstitute.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.

1 The **Stoll Foundation for Holistic Health** will present a free miniseminar on self-help titled **Come Laugh with Us and Feel the Difference** at 5000 Butte St. in Boulder. For more information visit www.meetup.com/Holistic-Health-Meetup-Group, call 303-527-2886 or e-mail info@stollfoundation.org.

6 Boulder Digital Arts is offering **Getting Started with WordPress** 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.

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.

AUGUST

9 The **Good Sam Bike Jam** will be held from 6 a.m. to 5 p.m. at Exempla Good Samaritan Medical Center, 200 Exempla Circle in Lafayette. All proceeds go to the Exempla Foundation's Cardiac Care Fund. Admission is \$60. For more information, call 303-689-5252, e-mail folsoni@exempla.org or go to www.goodsambikejam.org.

SEPTEMBER

10 The Longmont Area Chamber of Commerce presents **Business Essentials** from 6 to 9 p.m. at the chamber office, 828 Main St. in Longmont. Develop a business strategy, target your market and build your financial plan around your customer base. Admission is free. For more information, contact Bing Chou at 303-442-1475 ext. 2 or e-mail bing_chou@boulderchamber.com.

17 The Boulder Small Business Development Center is hosting **Web Sites and Online Marketing 101** from 8 to 11 a.m. at the Boulder Chamber, 2440 Pearl St. in Boulder. Benjamin Reed of Gozmo will be giving a presentation on the fundamentals of Web site design and development, hosting, e-commerce, search engine optimization and social media. Admission is \$45. For more information, go to www.bouldersbdc.com.

Deadline for Calendar items is three weeks prior to publication. The weekly events calendar alternates with the monthly events calendars; each appears once every other issue. Mail Calendar items to Calendar, Boulder County Business Report, 3180 Sterling Circle, Suite 201, Boulder, CO 80301-2338; fax to 303-440-4950 or e-mail to news@bcbr.com with Calendar as subject.

LOHAS

June 17-19th Boulder Colorado

The premiere event focusing on the expansion of conscious business practices, market awareness and strategic partnerships to enhance the Lifestyles of Health and Sustainability (LOHAS) market.

FEATURED SPEAKERS:

- Rob Katz – CEO, Vail Resorts
- Hunter Lovins – Natural Capitalism
- Adam Werbach – Saatchi & S
- Theresa Marquez – VP Marketing, Organic Valley
- Marci Zaroff – Under the Canopy

SPEAKING TOPICS:

- The Evolution of Consciousness
- Rethinking Sustainability
- LOHAS consumer data
- Guerilla Finance Strategies
- Leveraging Social Networks
- The Future of Organics

Networking, Exhibits, Informative Sessions, Inspirational Concepts
REGISTER NOW: www.lohas.com/forum

EXECSTYLE



It's what's for dinner

COURTESY JESTERS DINNER THEATRE

Jesters Dinner Theatre in Longmont is currently offering a meal to go along with a Broadway favorite, "Damn Yankees," a musical about an old man who sells his soul to the devil to be young again and play baseball.

BY JULES MARIE
news@bcbr.com

Meal and a live show gaining popularity in Boulder Valley

Whether it's a show that's had a long run on Broadway or a good whodun-it with the murderer passing you the gravy, dinner theaters are experiencing an increase in attendance.

Beverly Silva, director of sales and marketing at the Hotel Boulderado, loves live theater and offers guests a murder mystery dinner. The crime story is written with local history in mind; i.e., a murder in Gold Hill.

The actors mingle with guests while enjoying the appetizers so it's clear who the troupe is. The \$64 cost includes the crime dished up with an extensive buffet and beverages, and valet parking.

Silva attributes the show's popularity to the culture of the hotel.

"We just celebrated our 100th-year anniversary so the murder mysteries have been very popular. People want something different to do," Silva said.

But if you want to take mystery to the next level, consider an evening with The Dinner Detective Murder

“We feel the audience is a lot more entertaining and engaging than any of our actors could ever be. So we keep the focus of the show on the audience as opposed to five or six actors.”

Stephen Wilder

OWNER,

THE DINNER DETECTIVE MURDER MYSTERY DINNER SHOWS

Mystery Dinner Shows, which are interactive murder mystery dinners. "It's a lot of fun," said Stephen Wilder, who has owned the business with his wife, Aubrey, since 2004. "We're the only company that actually hides seasoned actors among the dinner

guests; it's hard to know who's in on the crime."

The Dinner Detective hosts shows weekly in Boulder at the Millennium Harvest House Boulder for \$54 per person. Dinner fare includes grilled Atlantic salmon, vegetarian risotto,

herb-roasted chicken, London broil and salad and dessert.

"Since there's no actual stage and the action happens all around you, all of our seats are center stage. Our performers make an effort to ensure all guests are equally involved and engaged in solving the crime," Wilder said.

The Dinner Detective's events accommodate up to 80 or more people depending on the venue.

"Our actors aren't in costume, we don't point out who they are. They sit at regular tables with audience members, eat with them, act natural. We try to keep everyone in the audience guessing as long as possible as to who is in the show.

"We feel the audience is a lot more entertaining and engaging than any of our actors could ever be. So we keep the focus of the show on the audience as opposed to five or six actors," Wilder said.

Boulder's Dinner Theatre opened 33 years ago and is a landmark in Boulder. It's guided by Artistic Director Michael Duran, who had a suc-

► See **Dinner, 22A**

Great expectations for Dickens Tavern in Longmont

BY LAURIE BUDGAR
news@bcbr.com

LONGMONT — In the late 1800s, if you wanted something done in Boulder County, you probably turned to William Henry Dickens. Not because of his relationship to Charles Dickens (his adoptive mother married the English novelist's grandson), but because the Longmont rancher and freighter was one of the wealthiest and most influential men in the area.

"While thousands were investing almost fabulous sums in more or less doubtful mining ventures, in enterprises where great fortunes have been repeatedly sunk, he steadily pursued old and reliable methods

STEPPING OUT

of gaining riches, was conservative and wise in all his investments, and prosperity long ago came to him as his just reward," according to Portrait and Biographical Record of Denver and Vicinity, published in 1898.

It should be no surprise, then, that the building he constructed as an opera house in 1881 still stands at the corner of Third Avenue and Main Street in Longmont, despite a long-ago fire that ravaged the city. Though it has served as a turnstile for many



JONATHAN CASTNER

Sean and Lynn Owens have revived some of the history in The Dickens Tavern in Longmont. "We definitely want people to walk in and feel like they're stepping back in time — like they're in an oldstyle tavern, not something Home Depoted to look that way," said Sean Owens, who is also the chef.

businesses over the past 128 years — most recently, as a barbecue joint — its current owners, Sean and Lynn Owens, hope its latest incarnation as

The Dickens Tavern restores some of its earlier grace.

To that end, the Owenses scraped the popcorn texturing off the ceil-

ing to expose its original woodwork and pulled up carpeting to reveal lavish tile flooring. They installed a

► See **Dickens, 21A**



Make us your
All-in-one business communications provider
One Provider. One Bill. One Choice.

Save on Energy. Save on Tech Support. Save on Time.

- Internet ♦ High Speed internet Connectivity
- Phone ♦ Customized Office Solutions
- Colocation ♦ 24x7x365 Data Centers
- Managed Services ♦ Virtual Servers

sales@rockynet.com
www.rockynet.com
303-546-6344
Boulder • Denver • Louisville



DICKENS from 20A

marble bar top and etched glass in the doors.

"We definitely want people to walk in and feel like they're stepping back in time — like they're in an oldstyle tavern, not something Home Depoted to look that way," said Sean Owens, who is also the chef.

Owens also saw a higher use for the vault, left over from the building's days as a bank. He converted it from storage for coats and umbrellas into a wine vault that also houses a secluded table for two — perfect for either romance or a confidential meeting.

The restaurant has banquet rooms available for larger gatherings, though. "We talked to local businesses, and (one of their complaints was that) there wasn't a good private spot where they could hold meetings," Owens said. He said it was a priority to "give something to Longmont we felt it needed — a decent restaurant with a good price range and a real comfortable feel. A goal of ours is to really help revitalize downtown."

The tavern meets the needs of local businesses in other ways, too — most notably with its happy hour. For \$2.50, worn-out workers can get a 21-ounce schooner (picture a giant margarita glass) of Bud Light. Every 10,000th person to purchase the special gets an engraved schooner for future use at the bar and a \$100 gift card. The deal is popular; though

The Dickens Tavern has been open only since April 15, it's already sold 60,000 of the beer behemoths. There are also deals on other drinks and food, and news and sports on several flat-screen TVs, a modern upgrade

“We try where we can to use natural and organic, but it doesn't work on the whole menu.”

Sean Owens

OWNER,
THE DICKENS TAVERN

from the town crier that would've stopped by in Dickens' day.

The Dickens Tavern also provides a comfortable noontime respite. Its atmosphere welcomes solo diners, and the menu, oriented toward comforting, stick-to-your-ribs fare, like pot roast, meat loaf and mac-and-cheese, will take the edge off any work frustrations. "The Dickens Chicken — our beer-can-roasted chicken — is a shining star," Owens said. The chicken, he said, is all natural. "We try where we can to use nat-

ural and organic, but it doesn't work on the whole menu," he added.

Owens noted that while the restaurant doesn't advertise any sustainability initiatives, "We're trying to be as green as we can." He said he is working with PACE to get energy audits and qualify as a certified company.

Still, there's one part of the tavern's environment that Owens probably can't do anything about: the ghosts. In a Dickensian twist, there are tales of revelers who were killed at parties in the opera house and continue to haunt the building, and patrons have reported sightings. But Owens said any spirits are more mischievous than threatening. "I was rebuilding the stairs at night before we opened," he recounts. "I had a nail gun on a compressor. It's really noisy. It started losing power — something or somebody turned off the compressor. I was the only person in the building, and you can't accidentally turn it off. I yelled, 'If you turn it off, it's just gonna take longer.'" Owens said he turned it back on, and there was no further disruption of his work.

But there was another time, he said, when he smelled a sewery funk emanating from the basement. "I yelled, half-jokingly, 'Spirits be gone, and take your smell with you,' and 20 minutes later the smell was gone. They're responsive — if there's a

THE DICKENS TAVERN

300 Main St., Longmont
303-834-9384
www.thedickentavern.com

Monday - Saturday, 11 a.m.-11 p.m.
Sunday brunch, 10 a.m. - 2 p.m.
Happy hour, all day Monday
and 3-7 p.m., Tuesday-Saturday.

Appetizers: \$5-\$10
Lunch sandwiches and burgers: \$7-\$9.
Entrees: \$10-\$20
Sunday brunch: \$20/adults, \$15/seniors,
\$10/kids



The neighborhood feel, reasonable prices and accommodations for meetings make this a great spot for business lunches.



While it doesn't exude hipness, the bar's happy hour specials, local brews on tap and soon-to-come outdoor patio keep the after-work crowd satisfied.

problem, yell at 'em, and they'll stop." It seems that Dickens' influence persists — even if it's only in name.

MAC from 3A

on designing what he calls a "waterproof, shockproof, baby trailer" as an alternative to auto-transport.

Shortly after arriving in Boulder, Oshman started looking around for someone to fill out his business to include PC support. "I was at the b.side lounge and mentioned that I was looking for a bicycling PC guy to someone who said that was what her boyfriend was."

The three had dinner that evening and signed a contract before calling it a night.

Joe Cooper, iSupportU's PC guy, works for Oshman as a subcontractor.

With no overhead, iSupportU has been able to pass along the savings to customers — moving the company up a few notches as an area competitor. Fixed rates for services like virus cleaning and operating system reinstall range from \$55 to \$140. Visit www.isupportu.biz for price chart. Services that don't fit the fixed rate start at an hourly rate of \$75.

Oshman's startup expenses to date are \$2,500 and include memberships in the Boulder Chamber and One Business Connection. The cash comes from a combination of savings and credit cards.

"In the past three months we've had about 10 clients," Oshman said, crediting the two memberships as helping bring business in.

One of the iSupportU bikes with signage and outdoor business cards sits on Pearl Street. With a sign on the bike he rides, Oshman said people approach him often and ask for more information. "That's the great thing about this. People come up to me!"

He's also brought a marketing intern onboard to get the word out to students at the University of Colorado Andrew Venclovas, a senior in

CU-Boulder's Leeds School of Business, is working to increase business by working with student groups to set up presentations and alert people to what's new in town.

Upcoming plans potentially include a ribbon-cutting in the fall to publicly launch iSupportU, according to Oshman. Options include doing something through the Boulder Chamber or in the foyer of the Dairy Center for the Arts, where Annabel would help kick off the event.

Her work includes aerial performance and stilt dancing.

CUSHY LIVING FOR LESS

Temporary furnished apartments are a cost effective alternative to hotels that turn assigned stays into productive adventures.



www.housinghelpers.com
303.545.6000 • 800.795.5937



- CORPORATE HOUSING
- RENTAL LOCATING
- REAL ESTATE
- RELOCATION SERVICES

DINNER from 19A

successful career on Broadway and has worked with BDT since 2003. BDT is known for its Broadway-quality entertainment, combined with a fine meal.

The dinner theater has won numerous awards and its actors have performed on stage, and in sitcoms and movies. "Our actors actually wait tables as well, so you get to meet them face-to-face. It's very exciting for the theatergoer," he said.

The Boulder Dinner Theatre's menu showcases "overtures, features, extra-added attractions and finales" for a cost varying from \$33 to \$53 per person. They also offer group rates. The theater serves more than 280 people in 90 minutes every night.

BDT currently is producing "Annie" — a musical featuring an orphan determined to find her parents. Watch for the 25th annual Putnum County Spelling Bee and "Singin' in the Rain" this holiday season. "The Light in the Piazza" will play in early 2010.

Jesters Theatre at 2nd Avenue and Main Street in Longmont is offering "Damn Yankees," a musical about a man who sells his soul to the devil to play baseball. Dinner show tickets are \$23 to \$32 for adults or \$20 for the show. They also offer Sunday discounts for students and children.

The summer season at Jesters includes "Seven Brides for Seven Brothers" and "Grease." Jesters changes the shows out every eight to



COURTESY THE DINNER DETECTIVE

Stephen Wilder, co-owner of The Dinner Detective Murder Mystery Dinner Shows, is a gun-toting detective in an interactive murder mystery dinner. The troupe hosts shows weekly in Boulder at the Millennium Harvest House Boulder.

12 weeks and all actors come from Colorado, about 50 percent from the Longmont area.

Jesters is owned by Scott Moore and his wife, Mary Lou Moore. They'll be celebrating their 10th year in business this summer. Scott Moore believes that because the family runs Jesters, and the actors are volunteers, low overhead is probably one of the reasons they've stayed in business so long.

They have a wide variety of dinner options, including beef stroganoff, chicken cordon bleu, vegetarian lasagna, salads and a kid's menu.

"I think that the entertainment value is good. We don't charge as much as any other dinner theater, and the space is intimate, the shows are good. The combination of intimacy and quality of shows has helped us," Moore said.

All-natural outdoor dinner the-



COURTESY BOULDER'S DINNER THEATRE

The Broadway hit "Annie," a musical about an orphan trying to find her parents, is now playing at Boulder's Dinner Theatre in Boulder.

ater can be enjoyed under the night skies during the 51st season of the Colorado Shakespeare Festival. The season runs July 1 through Aug. 15. Shows include "Hamlet," "Much Ado about Nothing," "To Kill a Mockingbird" and "Two Gentlemen from Verona."

Those who attend can bring a meal or buy a meal from Falstaff's and enjoy it picnicstyle on the grass outside the theater building.

BOULDER COUNTY BUSINESS REPORT'S BUSINESS MARKETPLACE

FULL TIME ORACLE DBA
Wyoming Department of Employment
Cheyenne, Wyoming

Sole DBA, providing day-to-day operations and management support for multiple Oracle and Microsoft SQL (MS-SQL) business databases. Must be a proven Oracle 10g database administrator; and knowledgeable in managing multiple relational databases on different platforms, including Oracle 10g and Microsoft SQL (MS-SQL) 2005 databases. Minimum qualifications require the successful candidate possess any combination of training and experience equivalent to a bachelor's degree in Information Technology, Computer Science or closely related degree PLUS two years of professional work experience in evaluating, developing and modifying custom software applications. Compensation includes \$46K - \$58 year plus state benefit package. Interested applicants may view the complete position vacancy posting and application instructions at: <https://statejobs.state.wy.us/JobSearchDetail.aspx?ID=15597>

The State of Wyoming is an Equal Opportunity Employer and actively supports ADA and reasonably accomodates qualified applicants with disabilities. No notice of eligibility will be sent to applicants who meet the minimum qualifications.

BUSINESS MARKETPLACE
FROM THE BOULDER COUNTY BUSINESS REPORT



The missing piece to your advertising puzzle!

Reach more than 25,000 decision-makers in every issue of the BCBR Business Marketplace. Simply provide copy and graphics and our expert production team will build an eye-catching advertisement for you.

www.BCBR.com Contact Drew Andersen at 303-440-4950 today to reserve your spot in our next issue!

CEO ROUNDTABLE

PUBLISHING
JUNE 26, 2009

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

Sponsored by:



303-440-4950 | www.BCBR.com

BUSINESS DIGEST



COURTESY TELLORY INC.

Tellory Inc. in Lafayette has teamed with Longmont-based Haystack Mountain Goat Dairy to produce three new additions to the Ciolo Foods line of hand-made pestos, spreads, dips and tapenades for Whole Foods Markets.

OPENINGS

All Sports Medicine PC has opened at 3825 Iris Ave., Suite 300 in Boulder. Dr. Lisa Brone is board-certified in family and sports medicines and has worked with athletes at every level. Brone works closely with community orthopedists, primary-care physicians, chiropractors, physical therapists, acupuncturists, Pilates instructors, massage therapists, rollers and other health care providers to ensure that each patient has an individualized treatment plan. 720-563-9469.

CLOSINGS

High Gear Cyclery at 504 Main St. in Longmont is closing after 23 years in business. Owner Buzz Feldman began a going-out-of-business sale May 30 and expected it to wrap up in about two weeks.

MOVES

Herb's Quality Meats will move from 2530 Baseline Road in Boulder to 000 Depot Hill Road, Unit A, in Broomfield in August.

Family-owned and operated custom jeweler **j.Albrecht** plans to open at 951 Pearl St. in Boulder in July. The shop will move from its existing location at 300 Center Drive in Superior. Jay and Laina Albrecht own the business, and Jay's brother-in-law Kenny Reaves runs the shop.

NAME CHANGES

Boulder-based Hybrids Plus has changed its name to EEtrex/Hybrids Plus.

BRIEFS

A Boulder-based research firm is predicting that

global hybrid fleet sales will surpass 830,000 vehicles in 2015, up from 280,000 in 2008. **Pike Research** said as companies and governments grapple with ways to cut costs and reduce carbon emissions, they will turn to updating their vehicle fleets to go green.

Students attending the **Culinary School of the Rockies** in Boulder may be eligible to participate in various federal student-aid programs. The culinary school provides programs designed to fast-track careers in the culinary industry. The school has been granted Title IV eligibility by the U.S. Department of Education for the school's flagship program, Culinary Arts.

A new Colorado law signed by Colorado Gov. Bill Ritter will require state-licensed mortgage loan originators to also register with a national database. The **Colorado Mortgage Loan Originator Licensing Act**, which is expected to go into effect on Aug. 5, brings the state into compliance with the federal Secure and Fair Enforcement for Mortgage Licensing Act of 2008.

CONTRACTS

Real Goods Solar Inc., a spinoff of Louisville-based **Gaia Inc.** with operations in Boulder, was hired by the Fremont Union High School District in California to design and install solar-electric systems valued at more than \$30 million. Real Goods Solar merged with Regrid Power of Campbell, Calif. in October.

Memphis, Tenn.-based Correctional Counseling Inc. has selected **Pivot Communication**, a Boulder-based public relations and marketing firm, as agency of record.

U.S. retailers J&R Music & Computer World and Micro Center have agreed to sell Longmont-based **Rebit Inc.**'s PC backup software and appliances in their stores and online.

New York-based Chobani Greek Yogurt, a division of AgroFarma Inc., has named **TDA Advertising & Design** of Boulder as its advertising agency of record. An undisclosed budget will go to nonbroadcast media, targeting active, health-conscious adults.

FillpointSVG will begin selling and distributing Boulder-based **Mentor InterActive Inc.**'s My Virtual TutorReading Adventures for Nintendo DS.

Boulder-based **AirTurn Inc.** is partnering with Piano-Disc, a division of Burgett Inc, to bring AirTurn AT-104 hands-free wireless page-turning technology and MusicReader software to Sync-A-Vision product line. Sync-A-Vision is an add-on option for any grand

piano, featuring a 19-inch high definition wide-screen monitor that is built directly into the center of a music rack and powered with a Mac Mini computer. Digital scores can be downloaded directly onto the monitor, read and annotated using MusicReader software, and pages turned hands-free with a wireless AirTurn AT-104 transmitter connected to a foot pedal.

Boulder-based marketing firm **The Fresh Ideas Group** has been hired by the Food Family Farming Foundation, founded and led by Chef Ann Cooper, aka The Renegade Lunch Lady, to manage a national communications campaign for her new Lunch Box Project. The project aims to improve public school nutrition in the U.S. through school district activism to feed children fresher, healthier and more delicious food.

MERGERS & ACQUISITIONS

Memory chipmaker Micron Technology Inc. (NYSE: MU) has acquired Longmont-based **DisplayTech** for an undisclosed amount. DisplayTech manufactures small display screens found in products such as digital cameras. It employs 40 people in Longmont at 2602 Clover Basin Drive.

Louisville-based **Zayo Group LLC** will acquire New York City-based FiberNet Telecom Group Inc. (Nasdaq: FTGX) for \$87.8 million. Zayo Group, which provides regional bandwidth and telecom services, is set to pay \$11.45 per outstanding share of FiberNet stock in cash. FiberNet has about 7.67 million shares of outstanding stock.

The nonprofit **American Solar Energy Society** based in Boulder has acquired Solar Nation, an online advocacy firm, aligning efforts to strengthen grassroots advocacy for the solar industry. Terms of the deal were not disclosed.

SERVICES

Boulder-based **Spectra Logic Corp.** is launching Spectra University an online education program for sales and technical certification and training of its products. SpectraEDGE channel partners can use Spectra University online free of charge. Spectra Logic designs and manufactures scalable storage solutions to store, backup, archive and protect data.

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

Andria Lewis, co-owner of the Golden Hotel in Golden and the **Quality Inn & Suites Hotel** in Boulder, received the Women's Business Alliance's Woman of the Year award at the 55th annual convention of Choice Hotels International Inc. Lewis was honored for her professional achievement, personal leadership and commitment in the lodging industry.

Boulder-based **Array BioPharma Inc.** was named to CIO magazine's top 100, an awards program that recognizes organizations worldwide that exemplify the highest level of operational and strategic excellence in information technology. Array provides its clinical scientists with real-time data that enables critical decision-making. The 2009 CIO 100 awards will be presented at the Broadmoor in Colorado Springs on Aug. 25.

Longmont United Hospital received the 2009/2010 Outstanding Patient Experience Award from Golden-based HealthGrades, an independent health-care ratings organization. The hospital in Longmont was ranked among the top 10 percent in the nation for patient satisfaction.

Webroot Software Inc. in Boulder, a provider of Internet security software for the consumer, enterprise and small-business markets, has received a Best Buy Bravo! Award from consumer electronics retailer Best Buy.

MIQS, a Boulder-based electronic medical information software company, received the 21st Century Achievement Award from the Computerworld Honors Program. Dr. Victor E. Pollak, who co-founded the company with electronic medical record software pioneer John P. Flynn, accepted the award during the 21st Annual Laureate Medal Ceremony & Gala Awards Evening at the Andrew W. Mellon Auditorium in Washington D.C.

Physical therapist **Jeanette Hrubes** accepted the WorkSTEPS Achievement Commitment Excellence Award on behalf of **Peak Form Physical Therapy** at the 12th Annual Provider and Employer WorkSTEPS Symposium held in Austin, Texas in May. Peak Form Physical Therapy has locations in Boulder and Brighton.

Fruehauf's Patio & Garden Center in Boulder won a 2009 Merchandising Award from Casual Living Magazine. Fruehauf's won Best Outdoor Display in the single-store category for the United States.

FUNDING from 3A

municipalities to work together so they have prepackaged ideas," Diamond said. His organization can fill in figures on proposed utility savings and job creation, two critical components to ARRA funding.

The individuals behind EPICenter have expertise in renewable energy, building energy efficiency, policy development, government compliance and accountability and utility grid efficiency.

Diamond has a background in engineering and project management at Ball Aerospace and a personal passion for solar power. In 2000, he designed and built a photovoltaic system for his home, with panels on nearly every surface, including his fence. "It looked like a cross between the Jetsons and the Beverly Hillbillies," he said. "My wife was very patient — so was my next-door neighbor."

Serendipity brought Diamond in contact with another EPICenter consultant, Gregor Henze, a professor in the University of Colorado's engineering department. Last summer, Henze got lost with his wife and two daughters in Diamond's neighborhood after moving from Nebraska. "I brought Gregor over to my house to give him directions," Diamond said. "When he saw the PV panels on top, his eyes lit up like a Christmas tree."

Henze is an expert in high-performance building design for efficiency and renewable energy. He has connections to world-renowned research laboratories including Fraunhofer Institute for Solar

Energy Systems in Freiburg, Germany, and universities with a focus on ultra-efficient building design, such as the Technical University of Karlsruhe. His connections to large-scale solar power and building automation industries include Sun Carrier, Siemens Building Technology and Johnson Controls.

If EPICenter is the glue connecting industry, research, funding and projects, then Diamond is the glue connecting the partners at EPICenter. David Cohen is a friend from his synagogue and Jeff Young was a colleague at Ball Aerospace.

Cohen is an expert on electric grid efficiency software, and a consultant to the Department of Energy's Office of Electricity. As chief executive of Infotility, he recently received a three-year SmartGrid Demonstration Project award for Marin County, California, from the DOE. He also serves on the boards of several renewable energy and grid efficiency groups.

EPICenter was registered as a non-profit corporation in late April and, so far, has been self-funded with time donated by the partners who generally meet in Henze's office at CU. "We're at the front end of this journey," Diamond said.

Their business plan calls for future funding to be provided through hourly consulting fees and grant-writing success fees. "We'll always be a non-profit," Diamond said. "This is how we're going to get people to talk to us and to work together."

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

THURSDAY, JULY 30TH 2009
 Colorado Technology Center Louisville, Colorado
 Corporate Challenge and Open 5K 6:00pm
 Elite Criterium 5K 6:45pm
 Bella Energy Business Expo 5:30pm to 7:30pm
 Award Ceremony & Post Race Party to Follow

Bella ENERGY

Freeman Myre Corporate Challenge
CTC Sunset 5k

Partial proceeds go to "I Have a Dream" Boulder County.
fmcporatechallenge.com

Adrenaline Tri-Sport Dynamic Special Events
Boulder Striders in step with your morning exercise
Freeman Myre
Bella Energy Capture The Sun
bkmedia group
OMNI PROMOTIONAL
Walters & Hogsett Fine Jewelers CTC Metro District
Louisville Chamber of Commerce
Boulder County Business Report
solepepper sports
CTC Owners Association
Heisel Photo
ELDORADO We're working with eco-cycle to make this a Zero Waste event!

Highest-Priced Home Sales in Boulder County

April 2009

Sale Price	Buyer, Address
\$2,793,400	Louise Pearson, 1655 Walnut St., Suite 302, Boulder
\$2,625,000	Rajat Bhargava, 410 Pine St., Boulder
\$1,800,000	Frances M. Meneley, 3803 26th St., Boulder
\$1,460,000	Donald F. and Julie Z. Ambory, 792 14th St., Boulder
\$1,450,000	Bradley A. Feld, 1360 Walnut St., Apt. 403, Boulder
\$1,450,000	Diane M. Schmitz, 10810 N. 49th St., Longmont
\$1,300,000	Neal Feagans, 2140 Norwood Ave., Boulder
\$1,300,000	Brent Alan Cullimore, 2501 Briarwood Drive, Boulder
\$1,050,000	Daniel C. Sawyer, 655 Juniper Ave., Boulder
\$1,050,000	Hafez and Soroor Hafezzadeh, 8417 Strawberry Lane, Longmont

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

Foreclosures in Boulder County

(May 1 - 31, 2009)

City	Forclosures Filed	Deeds Issued
Allenspark	0	0
Broomfield	28	10
Boulder	31	2
Eldorado Springs	0	0
Erie	3	3
Golden	0	0
Jamestown	0	0
Lafayette	9	2
Longmont	56	27
Louisville	1	1
Lyons	1	0
Nederland	2	0
Niwot	2	1
Superior	3	1
Ward	1	0
TOTAL	137	47
Year-to-date 2009	661	206

Source: Boulder County Public Trustee

\$41 million approved for Boulder senior-living project

BOULDER — A Denver-based development firm recently closed on a \$41.1 million construction loan to redevelop a senior-care facility in Boulder.

With the loan, MGL Partners has started construction on the former Lutheran Good Samaritan senior-care facility at 2525 Taft Drive, which it purchased for \$6.35 million in November 2007. MGL will redevelop the property as The Carillon at Boulder Creek, featuring 117 independent senior-living units. Boulder-based Wyatt Construction is the general contractor for the project.

Work on the existing 120,000-square-foot, nine-story building is expected to be complete by late summer 2010, at which time MGL plans to deliver the project to its partner Seattle-based One Eighty LLC, a privately held operator of senior housing.

MGL secured its 40-year, 6.35 percent loan from Amerisphere Financial and Evanston Financial through the Federal Housing Administration's 232 loan program.

NEW DOWNTOWN DIGS: A family-owned and operated custom jeweler in Superior is moving to the former Master Goldsmiths location in downtown Boulder.

j.Albrecht fine jewelry plans to open at 951 Pearl St. in July, with a grand opening in August. The shop will move from its existing location at 300 Center Drive in Superior.

Jay and Laina Albrecht own the business, and Jay's brother-in-law Kenny Reaves runs the shop. Jay Albrecht said the new location was an opportunity to get more exposure in Boulder.

"Jim and Rynn (Miller) built such a good reputation with Master Goldsmiths at that location, so we want to capture that heritage and also bring a modern feel to the shop," Albrecht said.

As a custom jeweler, Albrecht said a lot of business comes from customers bringing in family heirloom jew-

elry that they want redesigned.

"We turn it more into their style, but it's still the same material that their grandmother was wearing 80 years ago," he said.

j.Albrecht uses modern 3-D modeling technology to help create its pieces.

Further details for the new shop are still in the works, Albrecht said — including the name.

"It might be a combination of the j.Albrecht and Master Goldsmith name," he said.

The Albrechts are leasing 1,253 square feet of retail space at the new location. Becky Gamble with Dean Callan & Co. and Dan Ferrick and Michael-Ryan McCarty with Gibbons-White Inc. helped broker the deal.

REALTY BUY-IN: Pedal to Properties, a residential real estate firm that gives prospective home buyers the option to tour neighborhoods by bike, has gained a new ownership partner and a new location.

Tim Majors, an Australian attorney and businessman, purchased a 50 percent stake in the company after relocating to Boulder. He joins Pedal to Properties co-owner and founder Matt Kolb. Terms of the deal were undisclosed.

Pedal to Properties will move to the 2,500-square-foot retail location at 1949 Pearl St., formerly occupied by boutique retailer Besos. Majors recently purchased the space for \$920,000 from 1949 Pearl Street, LLC, according to Boulder County public records.

Chris Boston, Annie Lund and Dan Ferrick with Gibbons-White Inc. helped broker the real estate deal. Boulder-based VAST Architecture will handle interior design for the new location, which is expected to open in early July.



REAL ESTATE
David Chucas

Pedal to Properties is planning further expansions by selling license designations of the company franchise to other markets nationwide.

Formed in 2006, Pedal to Properties maintains 50 Electra Cruiser bikes at strategic locations throughout town, available to its clients to tour neighborhoods while looking for a home. Majors is the former managing director of Wooldridges, an educational supplies superstore in Australia. He said he was drawn to Boulder for its lifestyle and entrepreneurial business climate.

GROWING BY ACQUISITION: After making its second company acquisition in Boulder Valley, Honolulu-based Belt Collins is opening a new regional office in Boulder.

The planning, civil engineering, landscape architecture and environmental consulting firm acquired Louisville-based Love & Associates Inc. in April and previously acquired Boulder-based Shapins Associates in late 2007. It is merging the two offices under the Belt Collins West name after signing a lease for 9,391 square feet of space at 4909 Pearl East Circle.

Chad Henry with W.W. Reynolds and Audrey Berne with The Colorado Group helped broker the real estate deal.

SCHOOL EXPANSION: Boulder Country Day School, a private preschool through eighth-grade school in the Boulder neighborhood of Gunbarrel, is expanding its middle school building by adding a second floor.

The expansion will include six additional classrooms, a new science laboratory, science deck, eighth-grade lounge and other improvements to the existing building. The size of the school will more than double from 6,251 square feet to 14,450 square feet.

For the expansion, Boulder Country Day has hired the same contractor, Boulder-based Wyatt Construction, and same architect, Boulder-based Railton McEvoy Architects, which worked on the original campus build-

ings in 1998 and 1999.

Crews broke ground on May 27. Completion of the project is slated for December 2009. Portable classrooms will be used in the interim.

BOULDER LEASES: Childish Things Consignment Boutique signed a lease for 4,000 square feet of space at 3183 Walnut St. The children and women's apparel store is moving from 2071 30th St. on July 26. Chad Henry with W.W. Reynolds helped broker the deal.

- Teko Socks, signed a lease for 3,269 square feet of space at 4999 Pearl East Circle. The sustainable sock company is moving from 1435 Yarmouth St. Chad Henry with W.W. Reynolds and Aaron Evans with New Option Partners helped broker the deal.

- Boulder Furniture Arts, signed a lease for 1,906 square feet of retail space at 1200 Pearl St. to move its furniture retail store from 820 Pearl St. Chris Boston with Gibbons-White helped broker the deal.

- 8 Port Arts LLC, a new coffee shop, signed a lease for 1,703 square feet of retail space at 1727 15th St. Chris Boston, Jim Ditzel and Michael-Ryan McCarty with Gibbons-White Inc. helped broker the deal.

- Grassroots Medical Clinic LLC signed a lease for 1,500 square feet of office space at 5330 Manhattan Circle, Suite C-1. Gerry Taylor with 40 West Real Estate and Angela Topel with Gibbons White Inc. helped broker the deal.

LONGMONT

MICROPHAGE EXPANDING: There are still companies growing in this down economy. Longmont-based MicroPhage Inc. is doubling its space.

The medical diagnostic company is expanding its lease of office, laboratory and manufacturing space to 11,400 square feet at 2400 Trade Centre Ave. in The Campus at Longmont.

The company intends to hire additional staff. See **Real Estate, 25A**

REAL ESTATE from 24A

tional staff over the next year, including manufacturing, research, sales and marketing, and quality control employees, officials said.

The expansion includes a new U.S. Food and Drug Administration registered manufacturing facility, which will allow MicroPhage to ramp up production of its platform medical diagnostic products for the rapid and easy-to-use identification of bacteria. The products are expected to debut in the United States by early 2010.

MicroPhage has raised \$11 million in funding from its angel investors.

LAFAYETTE

STORAGE UNIT SALES: Own It Storage LLC has sold all 16 of its phase one storage units at Vista Business Park in Lafayette, said developer Jeff Skinner. Total sales for phase one between 2007 and 2008 came to \$1,839,200 for 20,000 square feet — an average of \$114,950 per unit.

Skinner said he just completed phase two of the project with 12 new units. Two have sold for \$228,000 so far, four are reserved to sell, and six are available, he said.

Own It Storage offers 20-foot by 60-foot units with 14-foot overhead doors, heat/lights, freshwater hookups, 24-hour access and security gates. When fully completed, the development will consist of 54 condos on three acres.

The company purchased the land in 2005 for \$439,400.

NEW LUXURY APARTMENTS

Ground breaking July 14 for SoLa development in Lafayette



COURTESY MILESTONE DEVELOPMENT GROUP

Denver-based Milestone Development Group is scheduled to break ground on 254 new luxury apartments at the SoLa mixed-use development Lafayette on July 14. The residential component, known as Prana, is expected to be complete by March 2010. Milestone purchased the 14 acres of land for the project in May for \$2,555,000. Above is a rendering of one of the new apartment buildings.

BOULDER VALLEY

FORECLOSURES UP: Boulder and Broomfield counties reported a total of 137 new foreclosure filings during the month of May — a record-high for the month but lower than April's all-time record-high of 165 filings.

The May 2009 foreclosure filings

represented a 12.3 percent increase from a year ago. Year-to-date, through May 31, foreclosures are up 4.8 percent to 661 filings in the two counties.

Foreclosures typically are filed after borrowers are 75 to 90 days late on their mortgage payments. Those homes haven't necessarily been repossessed yet, but the figures are a good

indication of how many households are struggling to pay their bills.

Broken down by city, Longmont reported 56 foreclosure filings in May, Boulder reported 31, and Broomfield reported 28 to round out the top three.

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

The Arête
LUXURY RESIDENCES BY TEBO

Residences Located at 11th and Canyon



You will immediately sense a difference when you enter the residences at The Arête. The 23 luxuriously appointed estates encompass spectacular views and custom finished interiors. The attention to every detail emphasizes our mission to be Boulder's superior living experience.

The Arête residences are not only designed for you, but also for the way you live.

SALES CENTER NOW OPEN

@

949 Walnut Street

Mon – Sat 10:30 – 7:30 Sun 11:00 – 4:00

303.444.8326 (Tebos) www.TheArête.com

LUXURY RESIDENCES FROM \$685,000 - \$4 MILLION

No additional charge for the views

EDITORIAL

State on track to coordinate new green jobs

Vestas Blades. Abound Solar. ConocoPhillips. Ascent Solar. RES Americas. Renewable energy has spurred creation of thousands of jobs in Colorado, and, if a recent study is accurate, many more are on the way.

The Governor's Energy Office, the Green Jobs Working Group and the Boulder-based American Solar Energy Society predict that the 90,000 jobs currently in the renewable-energy sector could swell to 600,000 over the next two decades.

Colorado's renewable-energy sector already rivals traditional industries such as computer services, according to the study, and the potential for growth is enormous. Jobs to be filled include everything from engineers to environmental science technicians, industrial production managers to biochemists.

Many of the jobs that have been filled — and will be in demand — are occupations that merely require additional training pertinent to the clean-energy sector: carpenters, HVAC mechanics and others who require training in the latest energy-efficient systems.

But providing skilled workers to fill those jobs will require a concerted effort by state and local government, community colleges and private industry.

Fortunately, Colorado is on the right track. The Green Jobs Working Group was formed in January 2008 to promote green-energy jobs in the state. The group includes industry, education and work-force development interests.

Its first task was to commission the green-jobs study, known formally as "Defining, Estimating and Forecasting the Renewable Energy and Energy Efficiency Industries in the U.S. and Colorado."

The group also has taken an inventory of green-energy education and training opportunities and is now working to produce a Colorado Green Jobs Guidebook detailing occupational profiles of jobs in renewable energy.

Coordinating green-jobs training is essential to avoid duplication of programs and to ensure that industry's needs for specific skill sets are met. The Green Jobs Working Group is off to a good start.



Nominations sought for 'IQ Awards'

Business Report seeks innovative products, services

Innovation and entrepreneurship have always been hallmarks of the Boulder Valley — qualities I've appreciated for many years.

But I admit that, even though I lived in this area for 11 years before venturing to Northern Colorado — and had been closely associated with the Boulder County Business Report for those intervening years — I was unprepared for the depth of innovation and entrepreneurship that has emerged here.



PUBLISHER'S NOTEBOOK
Christopher Wood

Attend the Boulder New Technology Meetup or the Clean-Tech Meetup, or any of a myriad of other tech-oriented networking events, and you'll quickly get a feel for what new products and services are constantly being developed locally.

Ideas fuel the Boulder Valley economy. In many ways, Boulder is to ideas as Saudi Arabia is to oil. Here, innovation is always bubbling to the surface, from startup companies to the university, from federal laboratories to Fortune 100 companies. The wealth of innovation is staggering.

It's for that reason that the Business Report presents the IQ Awards, honoring the "Innovation Quotient" among Boulder Valley companies. This event is scheduled for late August, and we are actively seeking nominations for innovative products and services.

Here are the ground rules:

- Products or services must have been developed by Boulder Valley companies, or local companies must have been instrumental in development of the product or service.
- Innovations should be those that can lead to a "sustainable," successful business.

- Products or services should have reached the marketplace, or at least be in a testing or beta situation.
- Products or services cannot have been on the market prior to Jan. 1, 2008, unless a significant innovation to the product or service has occurred since then.
- Companies that won previous IQ Awards can win for an entirely new product or service.
- Nominations will be accepted both from startup companies and those already successfully doing business.
- Judges are looking for products or services that are truly "innovative" — entries that stand out from the crowd — ideas that are very creative and perhaps even unique.

Categories vary according to submission every year. In 2008, categories included Business, Communications, Computer, Consumer, Internet/Software-Business, Internet/Software-Consumer, Medical & Health, Nonprofit, Sports and Outdoors, and Sustainable.

We'll accept nominations from private companies, university researchers, federal laboratories, nonprofits, government, etc. Any product or service developed locally that is truly innovative can be submitted.

A panel of outside judges will review the nominations. This year, our panel will be expanded to include more representation from eastern Boulder County and Broomfield.

Major sponsors of the IQ Awards include Ehrhardt Keefe Steiner & Hottman PC, Holland & Hart LLP, Western Disposal Inc., JP Morgan Chase and Vectra Bank.

Nominations can be submitted via our Web site, www.bcbr.com. There, you'll find links that will take you to our online nomination page. This is a great chance for Boulder Valley innovators to demonstrate how they contribute to the region's economy. Submit your nomination today!

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

BOULDER COUNTY BUSINESS REPORT

VOLUME 28, ISSUE 13

BOULDER COUNTY BUSINESS REPORT
3180 Sterling Circle, Suite 201,
Boulder, Colo. 80301-2338, is published
biweekly by Boulder Business Information
Inc., a Colorado corporation, in Boulder,
Colo.

PUBLISHER
Christopher Wood..... cwood@bcbr.com

EDITOR
Doug Storum..... dstorum@bcbr.com

STAFF WRITERS
David Clucas..... dclucas@bcbr.com
Ryan Dionne..... rdionne@bcbr.com

RESEARCH DIRECTOR
Beth Edwards..... research@bcbr.com

PRODUCTION MANAGER
Dave Thompson..... dthompson@bcbr.com

ART DIRECTOR
Brittany Rauch..... brauch@bcbr.com

CARTOONIST
Ron Ruelle

SALES MANAGER
Kim Oremus..... koremus@bcbr.com

EVENTS MANAGER
Emily Trayers..... etrayers@bcbr.com

ACCOUNT EXECUTIVES
Heather Leach..... hleach@bcbr.com
Andrew Andersen..... aandersen@bcbr.com
Marlena Rich..... mrich@bcbr.com
Louise March..... lmarch@bcbr.com

CIRCULATION MANAGER
Rhonda Doyle..... rdoyle@ncbr.com

BUSINESS MANAGER
Desiree Holtz..... dholtz@bcbr.com

CONTRIBUTING WRITERS
Keely Brown, Laurie Budgar, Monique Cole,
Elizabeth Gold, Jules Marie, Jeff Thomas

CONTRIBUTING PHOTOGRAPHERS
Jonathan Castner, Michael Myers, Peter Wayne

To advertise or subscribe: 303-440-4950
Fax: 303-440-8954

Online edition: www.BCBR.com

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

THE ALLIANCE
OF AREA BUSINESS PUBLICATIONS
BRINGING YOUR MESSAGE CLOSER TO YOUR MARKET

VERIFIED
AUDIT CIRCULATION

2009
Associate
Member
COLORADO
PRESS
ASSOCIATION

Mercury 100 honors Boulder Valley's fastest-growing firms



BY BUSINESS REPORT STAFF

BOULDER — About 275 people representing the fastest-growing companies in the Boulder Valley and event sponsors attended the Boulder County Business Report's annual Mercury 100 event, held May 28 outdoors at One Boulder Plaza in downtown Boulder.

Lead sponsor for the networking event was EKS&H, Certified Public Accountants and Advisors. Bronze sponsors

included W.W. Reynolds Co., Colt Print Services Inc., CBIZ, Vectra Bank, The Community Foundation Serving Boulder County and Boulder Beer Co. In-kind sponsors included bkmedia group, SHiFT, Photocraft, regonline, D&K Printing, Daylight Productions, A Spice of Life and The Rib House.

One hundred companies were honored, 50 with annual revenue of more than \$2 million and 50 with revenue of less than \$2 million.

PHOTOGRAPHS BY JONATHAN CASTNER



One Boulder Plaza in downtown Boulder provided the ideal spot for an open-air early evening get-together.



Angela Oberlin, left, of Escape Velocity Systems of Boulder and Brooke Gunn of ResourceMFG in Longmont networked during the Mercury 100.



The team at Cloud 9 Living LLC in Boulder has its photo taken after receiving an award for placing No. 2 in the more than \$2 million category. Company co-founders are John Augst, second from left, and Adam Michaels, far right.



A Spice of Life catered the Mercury 100 providing a variety of snacks like these yellow peppers stuffed with Man-chego cheese.



Eco-Products Inc. of Boulder was the fastest-growing company in the more than \$2 million category. From left, Chris Wood, publisher of the Boulder County Business Report; Steve Savage, president of Eco-Products; Luke Vernon, vice president of operations of Eco-Products; and sponsor Bob Bond of EKS&H.

It's
time!

10th Annual



IQ Awards (Innovation Quotient)

The 10th Annual IQ Awards recognizes the most-innovative new products and services in Boulder and Broomfield counties.

Fill out the nomination form below and submit it by Monday, July 13.

Coming in August 2009

Nominate your innovation today!

Company _____ Address _____ Zip _____ Telephone _____

Web Site _____ City _____

Company contact phone and e-mail _____ CEO _____

Describe the product or service in detail** _____

What is the primary market, and who are the major competitors? _____

Key people involved in the development _____

Source of financing _____

2008 revenue from product or service _____

Name of nominator _____ Telephone _____ E-mail _____

*Nominated companies must be based in Boulder or Broomfield counties or in the Denver/Boulder corridor.
**Companies may send additional product or service materials (including brochure, video or product sample), as well as longer market description, with nomination.

Nomination form is available online at www.IQawards.com.

Return the nomination form to:

Chris Wood, the Boulder County Business Report
3180 Sterling Circle, Suite 201, Boulder, CO 80301-2338,
e-mail to cwood@bcbr.com, or fax at 303-440-8954.

If you have any questions, please call the Business Report at 303-440-4950.