

BOULDER COUNTY BUSINESS REPORT \$1



2009 IQ AWARDS

BCBR recognizes
innovative firms
in Boulder Valley

Section B

Serving Boulder and Broomfield Counties
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BY DAVID CLUCAS
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BOULDER — A 103-unit residential condominium development in Boulder has been placed into receivership after the owner defaulted on the project's \$26.5 million loan.

Boulder-based Chanin Development Inc. working under the 2890 College Phase I LLC name was unable to make \$15 million in payments due March 31 for its new Landmark Lofts

Developer defaults on bank loan; W.W. Reynolds to finish project

development at 28th Street and College Avenue, according to Boulder County District Court records. Officials with the company could not be reached for comment.

About \$25 million remained outstanding on the loan as of April 29,

court records show.

On May 1, the court granted lender Wells Fargo's request that the project be placed in receivership — or under a new management entity that would complete and operate the project in the best interest of the affected parties.

Wells Fargo hired Boulder-based W.W. Reynolds Cos. as its receiver for the project.

W.W. Reynolds officials said they could not comment on the specifics of the case, only to confirm that the company had been named the receiver.

"Our role is to facilitate the completion of Landmark Lofts to the full benefit of the project," said W.W. Reynolds President Jeff Wingert. The company

► See **Landmark, 31A**

Valley Bank working to get right with FDIC

BY KRISTEN TATTI
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BRIGHTON — Valley Bank and Trust, a Brighton-based bank that recently closed its location in Louisville and still has one Boulder Valley location in Lyons, was hit with an enforcement action from the Federal Deposit Insurance Corp. earlier this summer.

On June 1, the FDIC issued a cease-and-desist order to the bank based largely on the performance of its portfolio. The order demands that Valley stop the following "unsafe or unsound" banking practices, including:

- Operating the bank with an inadequate level of capital protection for the kind and quality of assets held;
- Operating the bank with an excessive level of adversely classified loans or assets;
- Operating the bank with an excessive level of delinquent and non-accrual loans;
- Creating concentrations of credit;
- Operating the bank with inad-

► See **Right, 31A**

Clicker training cues good behavior for canines

Modified behavior helps pooches find homes



MICHAEL MYERS

Lindsay Wood, director of Animal Training & Behavior at the Humane Society Boulder Valley, uses the clicker method to modify a dog's behavior, which in turn helps place the pooch in a permanent home. For story, see 14A.

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Mason takes lead at Seagate's Longmont campus

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.bcbcr.com.

BY BUSINESS REPORT STAFF
news@bcbcr.com

LONGMONT—Seagate Technology LLC has named Jeff Mason vice president of development engineering of the Scotts Valley, Calif.-based company's campus in Longmont.

Mason, an engineer, was with Maxtor Corp. when Seagate acquired Maxtor in 2006. He will be the lead executive at the Longmont facility, which has approximately 1,000 employees.



Mason

Mason replaces Andy Davis who became the senior vice president of hard-disk drive design and development for Seagate's U.S. design centers. Both men will still be located in Longmont.

Mason will be in charge of product development at the Longmont design center including managing supporting groups such as head-media integration, electrical integration, customer

quality and reliability engineering.

Prior to his new role, Mason was the vice president of advanced drive integration at the Longmont campus.

RMSE lands \$45 million deal

BOULDER — Rocky Mountain Sustainable Enterprises LLC signed a three-year, approximately \$45 million contract with Gray Oil Company Inc. to supply it with up to 13.5 million gallons of biodiesel.

Boulder-based Rocky Mountain Sustainable Enterprises will produce the fuel at its \$5 million bioXchange refinery slated to break ground later

BCBRdaily

this year in Fort Morgan.

"This agreement helps us close the loop on truly sustainable biodiesel supplies that are regionally sourced, produced and used, while delivering highest value to our restaurant and commercial facility customers," Aaron Perry, Rocky Mountain's chief executive officer, said in a statement.

Starbucks suit ends in stalemate

LONGMONT — Cold Coffee America Inc. has come away empty handed after filing a lawsuit against Starbucks Corp. and other beverage companies for \$300 million.

Joseph Degesualdo, of Longmont, and his business partner Darrell Cre-

swell of Colorado Springs, alleged that they had a deal with Starbucks to use the Seattle-based coffee company's logos to brand Cold Coffee's vending machines. Creswell said he has the documents to prove it.

However, after investing more than \$1 million to start the company and getting commitments from numerous parties to purchase the vending machines, Starbucks renounced the alleged deal, Creswell said.

While the jury found that Starbucks, PepsiCo, North American Coffee Partnership, Starbucks New Ventures and Ralph Eckles, all of which were reportedly involved in the venture to some extent, misrepresented themselves in the partnership, Degesualdo and Creswell were also to blame.

Because of the stalemate, no money was awarded to either party. Creswell said he and Degesualdo are looking at their options before deciding upon any further action.

"At the end of the day, it is what it is," he said.

Gilead leaving Boulder Valley

BOULDER — Gilead Sciences Inc. plans to close its Boulder and Westminster offices by the end of the year and lay off about 66 of the 139 combined employees at those locations.

The Foster City, Calif.-based biopharmaceutical company that specializes in drugs that treat viruses, car-

diovascular conditions and respiratory diseases, said about half of the Boulder and Westminster employees were offered a relocation package while "most" of the others were offered retention bonuses to stay through 2009.

According to a Worker Adjustment and Retraining Notification filed with the state, employees were notified of the closure June 18. The document states the company plans to relocate 73 employees.

Gilead (Nasdaq: GILD) spokesman Nathan Kaiser said the decision to close the offices and consolidate to the company's Palo Alto, Calif. and Foster City offices was based on redundancy and proximity to its headquarters.

Organic Center refutes study

BOULDER — The Organic Center in Boulder issued a statement Aug. 12 refuting claims made in a recent study that suggests the nutritional benefits of organic food are "not important."

A paper about the study results, which is scheduled to appear in the September edition of the American Journal of Clinical Nutrition, downplays the health benefits of organic food, according to a letter written by Charles Benbrook, chief scientist of the Organic Center.

The paper was written by a team led by Alan Dangour at the London School of Hygiene and Tropical

► See **BCBRdaily**, 10A

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FDIC**

Crocs' 2Q revenue down but beats projection

BY DAVID CLUCAS
dclucas@bcbr.com

NIWOT — Crocs Inc. reported lower quarterly revenue and swung to a loss for the second quarter ending June 30.

The second-quarter revenue of \$197.7 million for the Niwot-based shoemaker was down 11.2 percent from \$222.7 million a year ago, but better than projected, helping send Crocs' stock up 35 percent in early trading a day after the report.

The company reported a second-quarter net loss of \$30.3 million, or a loss of 36 cents per share, down from a \$2.1 million quarterly profit a

year ago.

In addition its quarterly earnings, Crocs announced it had completely repaid \$17.3 million in borrowings that were due on Sept. 30. Officials added that the company had "signed a term sheet with a well-known lender and intends to secure a new asset-backed revolving credit facility by the end of the third quarter."



Broken down by sector, Crocs' retail sales increased 58.9 percent to \$55.3 million, Internet sales increased 24.8 percent to \$17.4 million, but wholesale sales decreased 28.2 percent to \$125.0 million. By region, sales in Asia increased 30.5 percent to \$80.0 million, sales in the Americas decreased 19.4 percent to \$85.5 million, and sales in Europe decreased 41.8 percent to \$32.2 million.

Crocs (Nasdaq:CROX) said its second-quarter 2009 revenue included \$23.7 million in sales of previously impaired footwear. The company's sales of nonimpaired product for were \$174 million, which exceeded its guidance of sales between \$135 million and \$160 million for second quarter.

Inventory decreased 22 percent since Dec. 31, 2008 to \$111.6 million at June 30, 2009 as the company continued its efforts to reduce inventory on hand from previous over-production.

Crocs' Chief Executive Officer John Duerden said the company plans to continue to streamline its

► See **Crocs**, 26A

Polis, Colbert beer bong a Coors Light

Besides the host talking about Celestial Seasonings' tasty tea bags, Stephen Colbert enticed U.S. Rep. Jared Polis, D-Colo. to do a beer bong on "The Colbert Report." Colbert cracked open a Coors Light and the pair took turns chugging it as if they were at a college party.

THE EYE



Isaac Saldana, founder and chief executive of SendGrid, a 2009 TechStars team focusing on keeping legit business e-mails out of spam filters, had the best line during Investor and Demo Day Aug. 6. He said the team at SendGrid likes to think of what it does as "mail enhancement."

If you are interested in getting an inside look at local law enforcement, then consider attending The **Boulder County Sheriff's Office** Citizen's Academy starting Sept. 10.

The 18 -week course — meeting one evening a week — provides citizens with an overview of the law enforcement profession and criminal justice system. The program offers insights into different aspects of modern police work and affords participants the opportunity to experience what it's like to be a cop through classroom presentations and hands-on demonstrations.

Cost for the academy is \$30. A curriculum with more information is available at www.bouldersheriff.org.

The **city of Boulder's Parks and Recreation Department** will hold its annual tulip bulb giveaway for residents at 11:30 a.m. on Thursday, Aug. 27, on the 1300 block of the Pearl Street Mall. There will be about 300 to 400 bags of tulips available.

A coffee crusade



PETER WAYNE

Joe Bank, founder of Dopers Suck Coffee, chose a name for his online coffee company that would draw attention to illegal use of performance enhancing drugs by athletes.

Dopers Suck Coffee sends passionate message

BY JENNIFER QUINN
news@bcbr.com

BOULDER — The "Dopers Suck" slogan was started as a protest against professional athletes who use illegal performance enhancing drugs to win sports competitions. Dopers Suck Coffee was a way to continue to reinforce the message with support from sports enthusiasts and professionals each time a cup of freshly roasted coffee is brewed.

Joe Bank, founder and president of Dopers Suck Coffee, said the coffee is a way for people to connect the sport they are interested in and the coffee they drink each day.

"This is a fun business that con-

nects people with their passion," he said. "Most people have something that is a big part of who they are such as motorsports, running or golfing. We are able to associate people with a passion for sports and people who drink coffee and connect the two together."

Bank said the name may be a bit controversial, but the moral mission is to help junior cyclists and professionals from being persuaded by the pressures of doping for enhanced performance during competition.

Dopers Suck Coffee located in Boulder is an online coffee club that is available to a national and international market. The names of the roasts are associated with cycling and include Off The Front, Fixed

Gear and Rest Day Decaf.

Dopers Suck Coffee was launched in July and uses social networking and word of mouth to market the product.

Bank started his online coffee business with Redline Coffee geared toward the motorsport enthusiasts. Each line of coffee is marketed to a specific niche through advertising in magazines and sports events directed toward people with the specific sports interest.

Both Redline and Dopers Suck uses organic, fair-trade coffee beans handpicked from the top 5 percent of Arabica coffees grown and then roasted locally in Denver. The beans

► See **Crusade**, 31A

TechStars pitch business plans to investors

Incubator developing good reputation among venture capital firms

BY RYAN DIONNE
rdionne@bcbr.com

BOULDER — If someone has the money, now is the time to invest in companies, TechStars LLC co-founders told the crowd of investors and community members at the 2009 TechStars Investor and Demo Day.

What started as an idea a few years ago has turned into a well-known incubator program that collected a combined 527 applications from throughout the world for its Boulder and Boston programs. Of those applications, 393 were directed at the Boulder program and only 10 were chosen to participate.

After about three months of mentorship and developing a business plan, each of the 10 companies' founders presented their business to about 150 investors and another 150 community members Aug. 6 as part of demo day. Their goal: To raise enough money to stay in business.

Except for Everlater Inc., founded by two Boulderites, which plans to remain self-funded for the next year, each company was looking for between \$225,000 and \$800,000 depending on the company — though



Next Big Sound Inc. co-founder Alex White presents his company to hundreds of investors and community members at the Boulder Theater during TechStars Investor and Demo Day Aug. 6.

some already have commitments for part of that.

Natty Zola, co-founder and chief executive officer of Everlater, a company that helps organize travel experiences and allows users to share photos and stories, print postcards and scrapbooks and help each other plan vacations, decided he and his co-founder wanted to bootstrap the business instead of looking for capital.

"I think bootstrapping really makes companies wiser," Zola said.

He said companies that are forced to produce a marketable product in order to stay alive are more customer-oriented, and he and his co-founder, Nate Abbott, think they can continue for at least a year without investors despite some interest.

"In general, there's definitely money to be raised, and people are excited to invest in TechStars teams," he said.

Between the mentorship provided, the networking that occurred and

the notoriety of being a TechStars team, Zola said the incubator program quickly validates a company.

"It helps you get the meeting that you may not get otherwise," he said. "TechStars gives you a huge leg up on getting in front of (investors)."

Some investors, like Joe Zell, a general partner with Vienna, Va.-based Grotech Ventures that is fairly active along the Front Range, said there is money to be spent, but the ball is in the investors' court.

Because the economy is still shaky, investors are still hesitant to fund early-stage companies. That in turn is weeding out some of the bad companies, as investors are choosier.

While Zell's firm hasn't invested in any of this year's TechStars teams, he said Grotech is talking with a couple — and was impressed by the quality of all teams that presented at demo day.

David Cohen, who co-founded TechStars with Brad Feld, Jared Polis and David Brown, said the brunt of the economic downturn happened between TechStars classes, so he doesn't think it'll hinder fundraising.

Investors may be pickier with investments or terms of deals, but there is little, if any, slowdown in the ability to raise capital. He suspects seven of the 10 companies will receive full funding within six months.

"Hopefully it'll be more," he said.

► See **TechStars, 9A**

Legal Aid Foundation of Colorado STEPPING UP IN DOWN TIMES

The Legal Aid Foundation of Colorado salutes the following individuals and law firms from Boulder County who contributed to legal aid so generously despite the economic downturn.

The Boulder County Campaign for Justice raised approximately \$100,000 for Colorado Legal Services, which provides civil legal assistance for low-income individuals and families in Boulder County and across Colorado.

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Firms in bold gave at the target level of \$350 per attorney in their firm. We would like to thank them for their leadership in giving.

Special thanks to the 2008-2009 Boulder Campaign Committee
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BOULDER COUNTY BUSINESS REPORT

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Innovators wrestle converting concepts to profitable products

Challenges of commercialization can be daunting

BY RYAN DIONNE

rdionne@bcbr.com

BOULDER — No matter how it comes about, innovation is key to a business' survival.

"I think you just have to see beyond the current situation and realize that if you stop innovating, if you stop trying to push the envelope, your future is going to be hampered by that," said Jeff Mason, Seagate Technology LLC's vice president of development engineering.



Mason was one of nine local business executives who attended the Boulder County Business Report's monthly CEO Roundtable Aug. 11 to discuss innovation. Except for Tim Bour, the Boulder Innovation Center's executive director, all of the executives were from companies that were finalists for the Boulder County Business Report's 2009 IQ Awards that took place Aug. 20.

No matter the company's size, most are putting an emphasis on innovation to stay competitive.

"Innovation is now a thing of necessity," said Craig McSavaney, chief executive officer of HydraPouch LLP, the IQ Award winner in the sports and outdoors category. Though Boulder-based HydraPouch only has two employees, innovation isn't left to small startups.

Mason said Seagate, a company with 1,126 employees at its Longmont campus alone, encourages new ideas as well.

While it's easy for large companies to hunker down and continue with the status quo, especially in a sketchy economy, Mason said it's always important to keep the company moving forward despite risking failure when trying something new.

"Every failure is actually a success in a certain way," he said.

Paul Jerde, executive director of the Deming Center for Entrepreneurship at the University of Colorado Leeds School of Business and roundtable moderator, said he's seen success in the quality of companies over the years.

Every year startups have entered the arena more mature with more advanced ideas or products, he said. Those two facets are crucial to a company's success.

But many of the area executives don't consider themselves "successful

CEO ROUNDTABLES

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

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

2009 schedule

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

innovators," yet they've all created new products or started new businesses in their given industry.

It took Phase IV Engineering nearly two decades to really figure out its place in the business world and feel comfortable, said Richard Pollack, the company's chief executive officer.

For years, the company engineered a plethora of "cool stuff," but it didn't master any specific domain. Instead it had to partner with other companies in different arenas to tailor Phase IV's technologies to the client's market, Pollack said. That was successful for them.

Being able to change in a given industry is something that every business needs to do in order to survive, the executives said. Entrepreneurs are good at surviving.

Seth Ellis Chocolatier, for example, created a peanut butter cup sans peanuts after parents wanted the option for their children with peanut allergies. The company adapted to what the customer wanted, said David Lurie, the company's manager and co-owner.

And that's not uncommon.

McSavaney said before he launched HydraPouch he used his product, his friends used it, avid runners used it and everyone reported back to him on pros and cons of the small hydration pouch made for drinking water while running.

"Probably three-quarters of the people who we talk to have an inven-

► See **Profitable, 7A**

PARTICIPANTS

Tim Bour, executive director, Boulder Innovation Center; Brian Dodd, chief executive officer, Data Storage group Inc.; Rick Han, chief executive officer, TechoShark Inc.; David Lurie, manager/owner, Seth Ellis Chocolatier; John Maggio, chief executive officer, Clementine Art Inc.; Jeff Mason, design engineering vice president, Seagate Technology LLC; Craig McSavaney, chief executive officer, HydraPouch LLC; Richard Pollack, chief executive officer, Phase IV Engineering; Joan Raderman, chief executive officer, Circle of Care. Moderator: Paul Jerde, executive director, Deming Center for Entrepreneurship, University of Colorado Leeds School of Business.

Boulder Chamber to honor women at awards luncheon

BY BUSINESS REPORT STAFF

BOULDER — The Boulder Chamber will honor five women in September at the 14th Annual Women Who Light the Community awards luncheon.

Diane Magliolo, JoAnn Joselyn, Sue Deans, Josie Heath and Beverly Sears will be recognized for generously contributing their time and resources to make Boulder County a better place to work, live and play.

The luncheon will be from 11:30 a.m. to 1:30 p.m. on Friday, Sept. 18, at the Millennium Harvest House Boulder.

The 2009 honorees were selected by a committee of the Chamber's Business Women's Leadership Group from a pool of more than 25 nominations.

Sponsors for the Women Who Light the Community event include Roche Colorado as title sponsor; Pinnacol Assurance; Caplan & Earnest LLC; The Villas at the Atrium; and the Better Business Bureau Serving Boulder/Denver. Annual sponsors for BWLG are Premier Members Federal Credit Union, Amgen, A Simple Twist, and Women's Magazine. Additional sponsorship opportunities are still available.

For more information contact Jan Berg at 303.786.8076 or jan.berg@boulderchamber.com. Luncheon registration is available online at www.boulderchamber.com.



DOUG STORUM

Innovative minds behind Boulder Valley companies gathered for a Boulder County Business Report CEO Roundtable discussion about innovation on Aug. 11 at the law offices of Holland & Hart in Boulder.

PROFITABLE from 6A

tion that is pretty unique. That's when you look at it you say, 'Oh! That's pretty cool,' " Bour said.

Bour said the biggest challenge is identifying customers and exposing them to the innovation to get feedback that can be used to develop a business plan.

But once that's accomplished many entrepreneurs again hit a roadblock.

Innovators, inherently, have an idea that they can bring to fruition to solve

a problem. But moving a prototype or even small-scale operation out of the garage is daunting.

With the help of organizations like the Boulder Innovation Center, start-ups are paired with mentors who have a specific expertise in order to help them overcome the hurdles. Many of those mentors played the apprentice role not long ago.

Other innovative ideas are coming from the University of Colorado.

Rick Han, chief executive officer of TechoShark Inc., a company spawned from CU's computer science department, said the university is doing more to encourage new ideas.

In the roughly eight years that he's been a professor at CU, he's seen a drastic change. Instead of the computer science department doing little to encourage innovation, it now has a networking group that gathers to socialize and toss around ideas.



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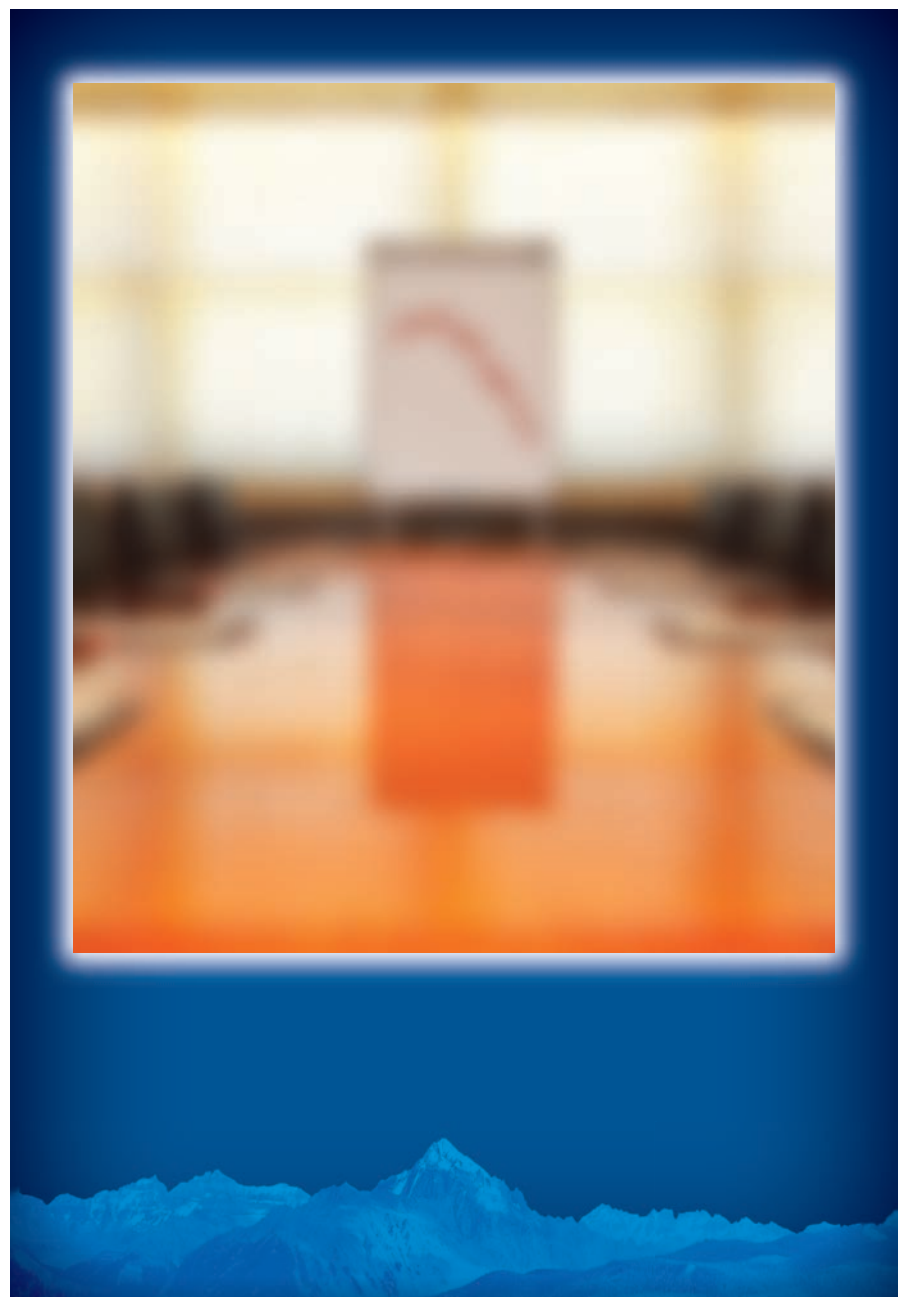
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Boulder becoming 'digital' capital of Rockies

Over at a corner table at the Ozo coffee shop, someone was doing a video interview. As colorful dancers of the N. Arapaho tribe performed downtown, I counted at least three videographers, with numerous digital photographers shooting the event. There were Flips, iPhones and Nikons recording the Arapaho "Coming Home" gathering.

Boulder has long been one of the more "plugged-in" and early tech adopting cities in Colorado. Now I think we could start promoting our fair city as the "digital media" capital of the Rockies.

A thirst for digital education, meetups, tweetups and film festivals has brought in a new downtown digital media incubator as well as an ambitious digital media program at the University of Colorado that's hoping to connect to some of the best in the business.

Bruce Borowsky, a producer at Boulder's People Productions, was one to catch the wave early on as co-founder of the successful Boulder Digital Arts. Demand by area businesses, he says, keeps growing to stay on top of whatever new digital technologies emerge.

Now in its fifth year, BDA averages about 15 classes a month and is designed as an affordable way (average cost is \$50) for companies to cross-train their employees in everything from Photoshop to video edit-

ing to Web design. "Our audience is the working professional," Borowsky says.



BOULDER LENS

Jerry W. Lewis

BDA, online at www.boulderdigitalarts.com, operates from about 800 square feet at 47th and Pearl. Lately he's getting requests for classes on iPhone applications and video podcasts, two fast-growing areas in the evolving social media world. BDA also maintains a free online directory for local digital experts, and user groups are growing for specific interests such as Final Cut Studio editing and photography.

One of the people I saw with a camcorder for the Arapaho tribe was Alan O'Hashi, who started Boulder Community Media in January 2008. It's now expanded to 11 incubator-style offices with shared meeting and studio space at 13th and Walnut.

As space filled up, his landlord worked with his nonprofit to expand, with prices ranging from a desk cubicle at about \$200 a month to larger spaces running from \$350 to \$600. "It's an opportunity for networking, business sharing or just a resource for people to become involved" in digital media business ideas, he says. O'Hashi says he's taken the "hard

knocks track" to learning filmmaking, and he'd like to help others tackle the digital learning curve.

The Boulder Creative Media-Plex will have an open house from 5 to 7 p.m. on Wednesday, Sept. 2, and, of course, invites are going out to Facebook "friends." How else does one get to a party these days? The mixer runs at the same time as the monthly "schmoozer" of BIFF, Boulder International Film Festival and Colorado Film Society, also at 1906 13th St. Info at www.biff1.com.

O'Hashi just jetted off to Uganda for a film project on foreign aid reform, and he's also working on a Boulder Arts Commission grant exploring Georgia O'Keefe's time when she lived in Ward.

More details are being announced about the new Boulder Digital Works program, an "industry driven" effort headed by David Slayden, an advertising professor in CU's Journalism School. Its goal: Create new digital leaders and entrepreneurs. The program is a joint effort including both the School of Journalism and Mass Communications and CU's College of Engineering and Applied Science.

A 60-week digital media certificate program that starts in October, with partnerships including MDC Partners, parent firm of ad agency Crispin Porter + Bogusky as well as professionals from Hyper Island in Sweden, www.hyperisland.se, is expected to

be limited to about 21 students, with a cost of \$25,000. The program also is working with SoDA, the Society of Digital Agencies.

Slayden says the graduate certificate program has to be flexible and innovative because by the time curricula is typically approved in graduate programs, "the technology has changed."

Slayden sees a much broader program shaping up with executive workshops designed for business professionals who want to upgrade their "digital game." The first one, scheduled for Oct. 7-9, is priced at \$3,000, but course designers are looking how to create more workshops that will be "price competitive." Information is online at bdw.colorado.edu/.

"We're already hearing from people as far away as Singapore," Slayden says.

In an opportunity to put all this digital creative to work, Boulder will host its sixth annual 24-hour Shoot Out Film Making Festival on Sept. 25-27, www.theshootoutboulder.com, with invites to filmmakers, including beginners, to take the challenge.

"Wise words" on the Shootout's Web page: "For me, the cinema is not a slice of life, but a piece of cake." — Alfred Hitchcock.

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

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TECHSTARS from 4A

The following 10 companies were part of the 2009 TechStars Boulder program that ended Aug. 6:

Everlater — documents a user's travel experiences and allows them to be shared via social networking sites, printing postcards, scrapbooks and photos. The company plans to self-fund for the next year.

Mailana — develops tools to analyze a user's e-mail habits including who e-mails are sent to and when. The company is seeking \$225,000.

ReTel Technologies Inc. — develops a system to analyze in-store security cameras to determine trends that impact the business's bottom line. The company is seeking \$200,000 of its \$750,000 goal.

Rezora LLC — provides a software-as-a-service enabling real estate agents to track a user's property searches so they can proactively communicate with a client. The company is seeking \$500,000.

SendGrid — provides enhanced e-mail service that helps keep transactional business e-mails out of spam filters and helps track how many e-mails were opened. The company is seeking \$300,000.

Spry Inc. — monitors tools and services used to develop software, analyze the data and create tailored notifications. The company is seeking \$350,000.

Take Publishing — transforms original comic files into a cross-platform dig-

“In general, there's definitely money to be raised, and people are excited to invest in TechStars teams.”

Natty Zola

CO-FOUNDER,
EVERLATER INC.

ital media to be sold through a digital marketplace. The company is seeking \$640,000 of its \$800,000 goal.

Next Big Sound Inc. — collects and measures band popularity throughout the Web and sells the information to band managers and industry professionals. The company is seeking \$300,000.

TimZon LLC — provides companies with the ability to use audio, video, whiteboard and screen capture to better engage customers and receive feedback. The company is seeking \$400,000.

Vanilla Forums Inc. — develops open source forum software used by discussion forums. The company also is entering the software-as-a-service arena. The company is seeking \$300,000.

TOP 5 10 FOR CHANGE CHALLENGE LEADERS

The **10 for Change** group would like to recognize these organizations for their success in reducing their carbon emissions while improving their bottom line. Together they have saved over \$32,000 in energy costs, and have surpassed the 10% reduction goal set in the Challenge.

Top 5 Challenge Leaders

Organization	% Energy Use Reduction
Copy Experts	39%
The Watershed School	30%
Rocky Mountain Peace and Justice Center.	22%
Polycom.	21%
Walnut Canyon Partners	14%

Call us today to ask how they did it, and to sign your business up for the Challenge. Call **303-441-4191** or visit **10forChange.net**.

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Sharon E. Caulfield- Health Care Law
Lynn G. Kuykendall- Non-Profit/Charities Law, Trusts and Estates
Sarah E. Meshak- Health Care Law

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Ranked #1 in Colorado in Education Law
Ranked #1 in Boulder, CO in Health Care Law
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BOULDER VALLEY

Economic Scoreboard

At a glance: Real Estate

05/0906/09

Boulder/Broomfield counties existing home sales

345501

↑45.2%

Boulder County new home sales

2642

↑61.5%

Sources: Boulder Area Realtor Association and Homebuilders Reserach

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

REAL ESTATE	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder/Broomfield counties existing home sales	501	345	45.2%	536	-6.5%	1,809	-25.9%	06/09
Boulder County new homes sales	42	26	61.5%	41	2.4%	167	-27.7%	06/09
Boulder County residential and commercial property sales	\$218,444,700	\$130,391,800	67.5%	N/A	N/A	\$746,278,200	N/A	06/09
Boulder/Broomfield counties foreclosures	180	153	17.6%	136	32.4%	994	14.1%	07/09
Boulder County annual home appreciation rate	1.99%	2.99%	-1%	4.01%	-2.02%	N/A	N/A	1Q/09
Boulder County residential building permits	46	73	-37.0%	108	-57.4%	340	-27.2%	4Q/08
Boulder County residential building permits value	\$11,772,000	\$21,057,000	-44.1%	\$22,550,307	-47.8%	\$86,650,589	-22.8%	4Q/08
Boulder County commercial building permits	30	25	20.0%	59	-49.2%	112	-9.7%	4Q/08
Boulder County commercial building permits value	\$69,095,000	\$55,171,000	25.2%	\$65,073,000	6.2%	\$304,826,000	70.4%	4Q/08

BOULDER VALLEY VACANCY RATES	Latest	Previous	Change from previous	Year ago	Change from year ago	Total space surveyed (s.f.)	Change in total space surveyed (s.f.)	Last updated
Office	13.3%	13.3%	0%	13.9%	-0.6%	13,349,651	2.5%	2Q/09
Flex	7.9%	10.5%	-2.6%	10%	-2.1%	19,357,760	55.5%	2Q/09
Industrial	7.9%	5.4%	2.5%	2.6%	5.3%	16,972,587	-16.7%	2Q/09

GROSS CONSUMER SALES	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder	\$2,066,562,294	\$1,314,698,581	57.2%	\$2,133,480,610	-3.1%	\$5,753,843,745	2.6%	4Q/08
Broomfield	\$662,071,513	\$552,673,171	19.8%	\$729,448,775	-9.2%	\$2,318,994,252	-6.4%	4Q/08
Erie	\$22,567,256	\$15,809,680	42.7%	\$19,496,029	15.8%	\$68,446,733	7.7%	4Q/08
Lafayette	\$270,154,145	\$168,611,674	60.2%	\$371,495,361	-27.3%	\$855,392,617	-0.9%	4Q/08
Longmont	\$837,193,259	\$602,421,792	39.0%	\$779,628,601	7.4%	\$2,637,418,549	5.5%	4Q/08
Louisville	\$346,118,833	\$202,592,631	70.8%	\$372,319,467	-7.0%	\$943,403,729	-1.2%	4Q/08
Lyons	\$24,278,178	\$20,571,501	18.0%	\$27,429,777	-11.5%	\$88,050,202	-3.8%	4Q/08
Nederland	\$6,586,043	\$9,026,509	-27.0%	\$7,663,137	-14.1%	\$31,039,643	-4.7%	4Q/08
Niwot	\$45,922,765	\$23,122,609	98.6%	\$58,030,912	-20.9%	\$90,612,832	-38.8%	4Q/08
Superior	\$118,500,544	\$98,317,885	20.5%	\$118,491,352	0.0%	\$393,730,396	3.4%	4Q/08
Ward	\$179,322	\$249,687	-28.2%	\$539,441	-66.8%	\$763,623	-72.8%	4Q/08
Unincorporated Boulder County	\$255,612,899	\$241,033,050	6.0%	\$313,651,221	-18.5%	\$962,531,613	9.5%	4Q/08
Total	\$4,655,747,051	\$3,249,128,770	43.3%	\$4,931,674,683	-5.6%	\$14,144,227,934	1.0%	4Q/08

SELECT CONSUMER SALES	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder/Broomfield counties motor vehicle sales	\$139,785,000	\$178,686,000	-21.8%	\$190,515,000	-26.6%	\$677,201,000	-15.8%	4Q/08
Boulder/Broomfield counties restaurant sales	\$152,684,000	\$162,141,000	-5.8%	\$153,343,000	-0.4%	\$634,629,000	3.6%	4Q/08
Boulder/Broomfield counties building material sales	\$81,515,000	\$79,668,000	2.3%	\$84,387,000	-3.4%	\$305,793,000	1.3%	4Q/08

JOBS	Latest	Previous	Change from previous	Year ago	Change from year ago	Unemployment rate	Change in unemployment rate	Last updated
Boulder County	164,731	167,811	-1.8%	171,923	-4.2%	6.6%	0.6%	06/09
Broomfield County	28,544	28,577	-0.1%	29,721	-4.0%	7.5%	0.6%	06/09
Colorado	2,511,405	2,501,865	0.4%	2,614,392	-3.9%	7.8%	0.4%	06/09
United States	140,041,000	140,196,000	-0.1%	N/A	N/A	9.4%	-0.1%	07/09

BANKCRUPTCIES	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder / Broomfield Counties	97	100	-3.0%	72	34.7%	542	23.2%	06/09

VENTURE CAPITAL	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder/Broomfield counties	\$190,190,900	\$41,281,800	360.7%	\$93,265,400	103.9%	\$231,472,700	-35.7%	2Q/09
Colorado	\$211,108,900	\$76,906,900	174.5%	\$184,358,400	14.5%	\$288,015,800	-40.3%	2Q/09
United States	\$3,674,427,000	\$3,003,653,800	22.3%	\$7,600,000,000	-51.7%	\$6,678,080,800	-56.6%	2Q/09

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

LOCALLY BASED CREDIT UNIONS	Total assets	Yearly change in assets	Total deposits	Yearly change in deposits	Total loans	Yearly change in loans	Quarterly income	Last updated
Ashoka Credit Union	\$2,380,557	3.7%	\$2,104,932	2.7%	\$2,112,410	6.6%	\$9,010	1Q/09
Boulder Municipal Employees Credit Union	\$54,821,756	0.6%	\$50,194,123	1.3%	\$38,709,012	-0.8%	-\$417,820	1Q/09
Boulder Valley Credit Union	\$184,799,296	6.8%	\$166,389,660	7.7%	\$115,616,074	5.3	-\$506,117	1Q/09
Community Financial Credit Union	\$113,995,477	6%	\$97,590,549	6.4%	\$72,682,678	4.7%	-\$670,036	1Q/09
Elevations Credit Union	\$925,123,040	3.9%	\$855,429,382	5.9%	\$627,829,985	3.7%	\$1,989,626	1Q/09
Premier Members Credit Union	\$315,202,848	4.4%	\$286,080,136	7.3%	\$250,138,313	1.6%	-\$62,918	1Q/09
St. Vrain Valley Credit Union	\$81,369,536	4.7%	\$74,321,270	5.8%	\$59,642,365	-0.3%	-\$55,036	1Q/09

Compiled By David Clucas

BCBRDAILY from 2A

Medicine and funded by the United Kingdom’s Food Standards Agency.

The center’s statement said Dan-gour’s remarks could erode consumer confidence in the inherent nutritional and health benefits of organic food.

Benbrook in his letter also criticized the study for omitting measures of some important nutrients, including total antioxidant capacity. He said the study also lacked quality controls contained in a competing study released in 2008 by The Organic Center, and used data from old studies assessing nutrient levels in plant varieties that are no longer on the market.

Ball set to ship NASA satellite

BOULDER — Ball Aerospace and Technologies Inc. in Boulder has completed a preshipment review for NASA's Wide-field Infrared Survey Explorer, or WISE satellite.

Ball Aerospace engineers have packed the satellite into a shipping container for delivery in mid-August to California's Vandenberg Air Force Base. WISE is scheduled to launch in December aboard a United Launch Alliance Delta II rocket into an Earth orbit.

Ball Aerospace built the WISE spacecraft, integrated the WISE infrared cryogenic science instrument and performed testing requirements.

During its seven-month mission, WISE will survey the entire sky at infrared wavelengths to collect data and catalogue hundreds of millions of objects.

CU received record funding

BOULDER — The University of Colorado at Boulder received nearly \$340 million in sponsored research awards in fiscal year 2009, surpassing last year’s record-breaking total by \$60 million and making it the largest jump in university history.

“To shatter the \$300 million mark is a remarkable achievement for a major research university like CU-Boulder,” said CU-Boulder Chancellor Phil DiStefano. “It is a testament to the quality and ingenuity of our faculty and the hard work of our staff.”

State offers wind-turbine grants

BOULDER — Colorado residents and businesses have until Aug. 28 to apply for the New Energy Economic Development grants.

The grants provide funds to purchase and install small wind turbines (or other renewable energy systems). These grants help Colorado residents or businesses install small wind turbine systems below the normal cost. The NEED grants can be used in conjunction with the Federal Investment Tax Credit, which further reduces the cost to install the small wind turbines.

Applications must be submitted to the Colorado Governor’s Energy Office. It may take up to two weeks to fully complete an application.

For more information visit the Colorado Governor’s Energy Office at www.colorado.gov/energy. A database of state incentives for renewable energy can be found online at www.dsireusa.org.

Startup seeks funds from stars to back triple-bottom-line firms

BY DAVID CLUCAS

dclucas@bcbr.com

BOULDER — A new Boulder-based company is seeking to drive dollars from big-name stars in the arts and entertainment community to entrepreneurs with change-making, socially responsible business plans.

TouchPoint Trust Group recently closed on \$650,000 in startup and operational funds to launch its i4c Campaign, which will connect performers with companies that can impact people, planet and profit, also known as the triple bottom line business sector.

The i4c Campaign, which stands for "I foresee a better tomorrow," has a goal of raising \$90 million by 2012, and deploying the funds to 100 companies, said TouchPoint Founder and Chief Executive Officer Casey Verbeck.

"It allows people to be philanthropic in a for-profit manner," Verbeck said. Those that contribute will become limited partners in the fund which will diversify its investments in start-ups focusing on socially responsible change such as green consumer

products, natural and organic foods, renewable energy, and rebuilding third-world economies.

"We view this as giving an outlet and voice to support these companies driving change," Verbeck said. "It's a way to drive dollars and awareness toward businesses with that triple bottom line."

The i4c Campaign just got under way, and Verbeck expects to announce some of first major contributors within the next few weeks. A Web site, www.i4ccampaign.com, will be set up this fall to feature new investments and the companies they support. Along with driving dollars to the companies, TouchPoint will help market and publicize the companies.

Verbeck said TouchPoint blends his previous background as an entrepreneur in music industry. In 1995, he founded and headed Partners in Music, a boutique entertainment agency with an emphasis on business management and touring in Boulder that operated for 10 years. Rich Frankenheimer, a 20-year veteran of startup ventures, is joining Verbeck as managing partner at TouchPoint.

ON THE JOB



Blair



Nielsen



Quesada

ARCHITECTURE, CONSTRUCTION

Longmont-based **Flatiron Construction Corp.** has promoted Blair Brandon to president of the company's Canadian Division. Blair joined Flatiron almost 10 years ago as a construction manager on the award-winning Carolina Bays Parkway project in South Carolina. After that, he served as construction manager for the Knightdale Bypass project and returned to Canada in 2005 to open Flatiron's office in Vancouver, B. C.

BANKING, FINANCE

David Richey of Members Financial Services received a Certified Financial Planner designation. The designation was granted by the Certified Financial Planner Board of Standards. Richey works out of Members' **Boulder Valley Credit Union** in Boulder and **St. Vrain Valley Credit Union** in Longmont.

GOVERNMENT

Lisa Skumatz, mayor pro-tem of the town of Superior, was elected chairwoman of the **Colorado Municipal League's** Energy and Environmental Sustainability committee.

John Nielsen, director of **Western Resource Advocate's** energy program, has been appointed to Colorado Gov. Bill Ritter's Climate Advisory Panel. The panel is composed of 30 members representing energy, business, agriculture, government, science

and legal sectors, among other groups. Nielsen's appointment places him as one of two voices, along with Dan Grossman from Environmental Defense Fund, representing the environmental community.

Michael L. Hranicka has been named executive vice president and chief operating officer for Broomfield-based **Ball Corp.'s** North American metal beverage packaging operations.

NONPROFIT

Yolanda Quesada has been named managing director of the **Latino Community Foundation of Colorado**. Quesada directs the foundation's efforts to expand giving by Latinos and to support nonprofit organizations serving the Latino community in Colorado. The LCFC was formed in 2007 by Rose Community Foundation in association with Hispanics in Philanthropy.

REAL ESTATE

Frederic Marienthal of Kutak Rock LLP has been named to the board of directors of **Thistle Communities**. Thistle is a private provider of permanently affordable homes in Boulder and Adams counties.

TELECOMMUNICATIONS

Louisville-based telecom firm **Zayo Bandwidth Inc.**, hired Greg Hadlock as vice president, Network Control Center Hadlock brings more than 15 years experience in the architecture, engineering and operations of telecommunications networks to the company. Hadlock's responsibilities include the provisioning, maintenance and surveillance and repair of Zayo's almost 19,000 route-mile fiber optic network.

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.

PRODUCT UPDATE

Boulder-based **Celestial Seasonings** launched a new type of green tea that eliminates the bitterness often associated with the tea type as well as a Sleepy-time Vanilla. Both teas coincide with the company's 40th anniversary.

Boulder-based **FreeWave Technologies Inc.** added two high-speed radios to its product line. The MM2-HS-T with a TTL interface and the MM2-HS-P with an Ethernet interface will both offer better performance and speed.

Louisville-based **Gaiam Inc.** will launch a series of fitness-related DVDs after partnering with actress Valerie Bertinelli and actress and environmentalist Trudie Styler. The DVDs will focus on losing weight, toning muscles,

improving posture and increasing flexibility.

Boulder-based **Lingoport Inc.** launched Globalyzer 3.0 to monitor and enable software development at the source code level. Globalyzer 3.0 helps developers ensure the software supports any language or locale-sensitive format to help speed up the time it takes to get software to market with less compatibility issues.

Boulder-based **enableTV Inc.** launched an interactive TV application platform that uses "cablewidgets" that let users view the information they want. The widgets allow cable TV viewers to access what they choose, such as local weather, stock prices or horoscopes, with a click of their remote.

Saison

Twisted Pine's Rollout Party

Friday August 26th 3pm - 9pm



le Petite

We have a long tradition of protecting Colorado companies and their employees when the economy is up.

And just as important, when it's down.

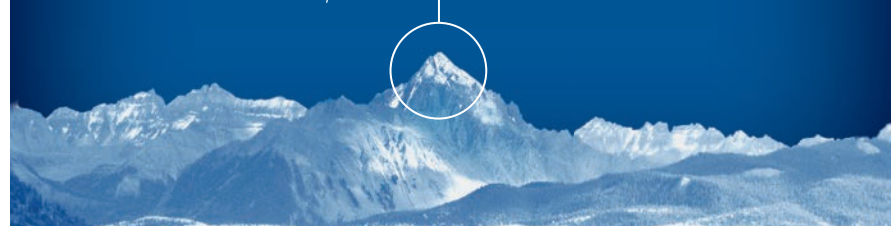


Every company weathers its own storms. We've been there, and you may be there now. No matter what the economic climate, or the year, Pinnacol has taken a focused approach to providing workers' compensation coverage exclusively to companies in Colorado. That means we're able to put all of our efforts into delivering smart, comprehensive solutions specific to workers' compensation. The result? Solutions that include greater depth and breadth of care before, during and after a claim. 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

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Number-crunching skills help fiscal judgment

CU finance, accounting course leads to better decision-making

BY CLAYTON MOORE
news@bcbr.com

BOULDER — The number crunchers were right. More than ever before, financial data remains the foundation of any business.

As companies strive to succeed in tough economic times and satisfy intense scrutiny on their books, local firms are turning to an education program to help their managers make better fiscal decisions.

The most popular open enrollment course at the University of Colorado's Leeds School of Business is an intensive three-day seminar, Finance and Accounting for the Non-Financial Executive, or FANE. The program is designed for business professionals who want a better understanding not only how financial data is generated but also to employ that data in their decision-making.

The class is offered two to three times a year. The next session is scheduled for Sept. 15, 17 and 18, with another planned for February



“Our participants are coming from businesses where there are significant opportunities to grow, but they don't want to make a mistake because they didn't have this kind of education. It costs a lot less to take this course than to make one bad financial decision.”

Cathleen Burns
PROFESSOR,
UNIVERSITY OF COLORADO

2010. The \$1,950 cost of tuition includes three full days of classroom instruction, educational materials and a catered breakfast and lunch in the university's Koelbel Building. Registration deadline is Sept. 4.

“This course is financial empowerment for people who want to learn the language of finance,” said professor Cathleen Burns, who teaches accounting. “Our participants are coming from businesses where there are significant opportunities to grow, but they don't want to make a mistake because they didn't have this kind of education. It costs a lot less to take this course than to make one bad

financial decision.” Burns collaborates with professor Ron Melicher, whose focus is on entrepreneurial finance and analysis.

FANE teaches participants the basics, such as how to read a financial statement or evaluate a company's financial performance, which in turns gives graduates the ability to more actively participate in crucial financial decisions. Far from a traditional lecture program, the class includes opportunities for participants to debate real-world challenges they face back at the office.

“I liked the approach these professors took,” said Mike Oldham, chief executive of Lakewood-based Omni-

Bus Systems Inc., who took the course in April. “The instructors dissected public financial statements from real companies, and we applied tactics to business problems any of us might face. It was much more useful than dusting off a finance book.”

The makeup of each class is as diverse as the local economy. Participants range from local entrepreneurs to biotechnology professionals to department managers newly tasked with fiscal management. Some larger companies, such as WhiteWave Foods Inc., have even sent multiple employees to each class.

► See **Fiscal, 26A**



University of Colorado at Boulder

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CONTINUING EDUCATION PROGRAMS

(Colorado programs ranked by total enrollment.)

RANK	PREV. RANK	Institution Address Phone/Fax	Fall enrollment For credit Not for credit	Tuition per credit hour Tuition per noncredit course	Financial aid Scholarships	Programs available	Person in charge Year founded Web site
1	2	FRONT RANGE COMMUNITY COLLEGE 3645 W. 112th Ave. Westminster, CO 80031-2199 303-404-5000/303-466-1623	16,642 16,642 1,053	\$81 (Colorado resident's share) Varies by course.	Yes Yes	Transfer degrees and classes for four-year colleges and universities, career technical programs, workforce training, professional development and customized training.	Andy Dorsey, President 1968 www.frontrange.edu
2	3	COMMUNITY COLLEGE OF DENVER 1111 W. Colfax Ave. Denver, CO 80217-3363 303-556-2600/303-556-8555	14,550 N/A N/A	\$166.15 residents; \$357.25, nonresidents N/A	No No	General, personal, vocational and technical education programs.	Karen Bleeker, President 1967 www.ccd.edu
3	4	REGIS UNIVERSITY COLLEGE FOR PROFESSIONAL STUDIES 3333 Regis Blvd. Denver, CO 80221 303-458-4080/303-964-5538	10,690 10,690 N/A	Call for details. N/A	Yes Yes	Programs designed for adults; undergraduate or graduate degrees, academic certificates or noncredit corporate education programs.	Marcel Dumestre, Academic Dean and Steve Jacobs, Assistant V.P. of Academic Affairs 1877 www.regis.edu
4	6	COLLEGE FOR FINANCIAL PLANNING 8000 E. Maplewood Ave., Suite 200 Greenwood Village, CO 80111 303-220-1200/303-220-1810	10,000 9,500 500	\$295 \$600 to \$900	No Yes	Master of science in personal financial planning, education to sit for CFP national exam, five other designations in financial planning.	John Sears, President 1972 www.cfpp.edu
4	5	COLORADO FREE UNIVERSITY 7653 E. First Place Denver, CO 80230 303-399-0093/303-399-0477	10,000 N/A N/A	N/A N/A	No No	Foreign language, Spanish center, computer training, arts and crafts, communication, home and garden, cooking, performing arts, wellness and beauty, business and career, retirement, music and dance, travel and personal growth, special events.	Helen Hand, President 1969 www.freeu.com
4	7	EMILY GRIFFITH OPPORTUNITY SCHOOL 1250 Welton St. Denver, CO 80204 720-423-4700/720-423-4860	10,000 N/A N/A	\$50 From \$30 to \$412	Yes Yes	Business, computer technology, ESL, culinary arts, fashion design, cosmetology and aesthetician, nursing, auto technician, welding, construction apprenticeships	Les Lindauer, Executive Director 1916 www.egos-school.com
7	8	RED ROCKS COMMUNITY COLLEGE 13300 W. Sixth Ave. Lakewood, CO 80228 303-914-6000/303-989-6919	7,500 N/A N/A	N/A From \$50 to \$1,200	Yes Yes	General, personal, vocational and technical education programs.	Cliff Richardson, President 1969 www.rccc.edu
8	9	CSU DIVISION OF CONTINUING EDUCATION 1040 Campus Delivery, Spruce Hall Fort Collins, CO 80523-1040 970-491-5288/970-491-7885	6,800 6,000 700	From \$223 From \$50	Yes Yes	Noncredit certificates, online correspondence, telecourses, undergraduate and graduate degrees.	Lou Swanson, Director and Founder 1967 www.learn.colostate.edu
9	1	CU-BOULDER DIVISION OF CONTINUING EDUCATION AND PROFESSIONAL STUDIES 1505 University Ave., UCB 178 Boulder, CO 80309 303-492-5148/303-492-3962	6,575 4,975 1,600	230 from \$50 to \$450	Yes Yes	Lifelong learning opportunities to a diverse student population including evening credit courses, online credit and personal enrichment.	Anne Heinz, Dean, Associate Vice Chancellor 1911 http://conted.colorado.edu
10	10	UNIVERSITY COLLEGE 2211 South Josephine Denver, CO 80208 303-871-3354/303-871-3303	6,000 N/A N/A	\$399 to \$438 N/A	Yes No	Applied communication, alternative dispute resolution, computer information systems, environmental policy and management, geographic information systems, and more.	James R. Davis, Dean 1983 www.universitycollege.du.edu
11	11	COMMUNITY COLLEGE OF AURORA 16000 E. CentreTech Parkway Aurora, CO 80011 303-360-4700/303-360-4761	5,500 5,500 N/A	\$115, residents; \$409 nonresidents N/A	Yes Yes	More than 40 degrees and certificates that specialize in transfer and vocational education.	Linda Bowman, President 1983 www.ccaurora.edu
12	12	COLORADO BAR ASSOCIATION, CONTINUING LEGAL EDUCATION 1900 Grant St., 3rd Floor, Suite 300 Denver, CO 80203 303-860-0608/303-860-0624	4,000 N/A 4,000	Varies. \$100 to \$500	Yes Yes	Live in-person, live Web cast, recorded home-study courses in all areas of law.	Gary Abrams, Executive Director 1971 www.cobar.org/cle
12	13	CU-DENVER SCHOOL OF EDUCATION AND HUMAN DEVELOPMENT Campus Box 106, P.O. Box 173364 Denver, CO 80217-3364 303-315-6312/303-315-6313	4,000 N/A N/A	\$45 to \$350 N/A	Yes Yes	Graduate-level courses and professional development workshops directed at K-12 teachers and administrators.	Steven Jones, Director 1975 www.cudenver.edu
14	14	NORTHEASTERN JUNIOR COLLEGE 100 College Ave. Sterling, CO 80751 970-521-6600/970-521-6636	2,725 N/A N/A	\$77.15, residents; \$285.75, nonresidents N/A	Yes Yes	Nursing, cosmetology, auto tech, agriculture, liberal arts, music, drama, equine management.	Lance Bolton, President 1941 www.njc.edu
15	15	ART INSTITUTE OF COLORADO 1200 Lincoln St. Denver, CO 80203 303-837-0825/303-860-8520	2,300 2,300 N/A	\$436 N/A	No Yes	Advertising, culinary arts, graphic design, illustration, Web design, photography, video production, media arts, landscape design, residential interior decor, Apple authorized training.	David Zorn, President 1952 www.aic.artinstitutes.edu
16	16	ARAPAHOE COMMUNITY COLLEGE 5900 S. Santa Fe Drive Littleton, CO 80120 303-797-5722/303-797-5695	2,000 N/A 2,000	N/A Varies.	No Yes	Online courses, adult basic education, business, art, languages, computers, cuisine, home and garden, career training	Linda Bowman, Interim President 1965 www.arapahoe.edu
16	17	JONES INTERNATIONAL UNIVERSITY 9697 E. Mineral Ave. Centennial, CO 80112 800-811-5663/303-784-8524	2,000 2,000 N/A	Bachelor's: Three-credit course, \$1,290 Master's: Three-credit course, \$2,100	Yes Yes	Fully online accredited university: college courses, certificate and degree programs at undergraduate and graduate level, MBA, Masters of education, e-learning.	Glenn Jones, President 1993 www.jiu.edu
18	18	COLORADO SCHOOL OF MINES SPECIAL PROGRAMS AND CONTINUING EDUCATION 1600 Arapahoe St. Golden, CO 80401 303-273-3321/303-273-3314	1,800 N/A 1,800	N/A \$895 to \$2,195	No No	Short courses and conferences, Internet courses, customized programs for working professionals.	Gary Baughman, Director 1874 www.mines.edu/outreach/cont_ed
19	19	BVSD LIFELONG LEARNING 805 Gillaspie Drive Boulder, CO 80305 720-561-3768/720-561-3787	1,450 N/A N/A	N/A \$29-\$365	No Yes	Community classes in computers, languages, creative arts, business, food and wine, gardening, outdoor recreation, writing, dance, yoga and more. Also offers online and classroom courses in Internet studies, telecommunications, Spanish for educators.	Shere Holleman, Program Manager 1984 www.bvsd.org/lll
20	20	PICKENS TECHNICAL COLLEGE 500 Airport Blvd. Aurora, CO 80011 303-344-4910/303-326-1277	1,250 1,250 N/A	\$66.43 per credit hour N/A	Yes Yes	Automotive technology, cabinetmaking, carpentry, cosmetology, welding, respiratory therapy, licensed practical nurse, diesel mechanics, heating and air conditioning, collision repair, machining.	Dean Specklein, Executive director 1970 http://pickenstech.aurorak12.org
21	21	AIMS COMMUNITY COLLEGE CONTINUING EDUCATION DIVISION 5590 W. 11th St. Greeley, CO 80634 970-339-6213/	1,200 N/A N/A	N/A \$25 to \$99	Yes No	Computer and career training, small business development, English as a second language, GED preparation; personal enrichment, art, languages, finance; high school diploma program.	John Hutson, Administrator 1995 www.aimsced.com
22	NR	HOMEOPATHY SCHOOL OF COLORADO 3107 28th St. Boulder, CO 80301 303-440-3717/303-448-0120	120 120 0	16.80 8,400.00	No No	Resident/distance/on-line: homeopathy for home care, professional certification, advanced clinical studies.	Barbara Seideneck 1991 www.homeopathyschool.org
23	NR	COLORADO COACHING AND HYPNOTHERAPY TRAINING INSTITUTE 200 Lincoln St. Longmont, CO 80501 303-776-6103/720-652-0337	N/A N/A N/A	N/A N/A	No No	Master hypnotherapy certification, graduate hypnotherapy certification, hypnotic-coaching TM certification.	Zolita Grant, M.S., C.C.Ht., Owner 2000 www.coloradohypnotherapy.com
23	NR	HEALING SPIRITS MESSAGE TRAINING PROGRAM 100 Arapahoe Ave., Suite 4 Boulder, CO 80302 303-525-5213/	N/A N/A N/A	N/A N/A	Yes Yes	Offering CEU courses in lymphatic drainage massage, craniosacral therapy and Thai massage, sports massage, healing trauma through the body and advanced Thai massage.	Helen Grigg 1997 www.healingspirits.net
23	NR	INSTITUTE OF BUSINESS AND MEDICAL CAREERS (IBMC) 3842 S. Mason Street Fort Collins, CO 80525 800- 495-2669/970-223-2796	N/A N/A N/A	\$285 per credit hour N/A	Yes Yes	IBMC offers an education with career training in: Medical assisting, medical billing and coding, business and accounting, paralegal, pharmacy technician, massage therapy and administrative assistant programs. IBMC has three campuses serving Northern Colorado and Southern Wyoming in: Fort Collins, Greeley and Cheyenne.	Richard Laub, CEO and Steve Steele, President 1987 www.ibmc.edu
23	NR	NATIONAL INSTITUTE FOR TRIAL ADVOCACY (NITA) 361 Centennial Parkway, Suite 220 Louisville, CO 80027 720-890-4860/720-890-7069	N/A N/A N/A	N/A N/A	Yes Yes	Continuing legal education courses for lawyers through a learning-by-doing method, trial skills, deposition skills, mediation/negotiation, communication skills, customized in-house programs, public service programs.	Laurence Rose, CEO and President 1971 www.nita.org

N/A: Not available.
If your school or institution should be on this list, please request a survey by e-mailing research@bcbr.com or calling our research department at 303-440-4950.

SOURCE: BUSINESS REPORT SURVEY
RESEARCHED BY Beth Edwards

PETS & VETS



JONATHAN CASTNER

Regan Rising, left, Tiffany Plagman, center, and veterinarian Karen Sanderson perform a sonogram on Kully the cat at Alpenglw Veterinary Specialty + Emergency Center in Boulder.

Emergency center reduces stress

Pets receive high-tech treatment, kind touch at clinic in Boulder

BY REBECCA COLE
news@bcbr.com

BOULDER — Even in an economic downturn veterinary care is still a priority.

Americans spent \$10.1 billion for veterinarian care in 2007, according to a survey conducted by the American Pet Products Association.

Although 75 percent of owners surveyed recently by The Goodlife Recipe, a natural pet food company, said they would trim spending on their pets, half said they would not cut back on visits to the vet.

“It’s a wonderful society we live in today,” said Matt Booth, a longtime emergency veterinarian in Boulder. “There are so many people that treat their pets as family, and we’re able to actually treat them like we would a human. It’s awesome.”

After working for nine years at the Boulder Emergency Pet Clinic, in June Booth and three other veterinarians, Sean Williams, Matt Rooney and Karen Sanderson, opened Alpenglw Veterinary Specialty + Emergency Center at 3640 Walnut St. in Boulder, offering emergency care and cardiology, internal medicine and surgery services. The 4,300-square-foot center serves dogs, cats, small mammals and exotic pets and is open 24 hours a day, 365 days a year.

An emergency situation with a pet can be one of the “most stressful experiences of someone’s life,” Booth said. “To be in the hospital stinks. We want them to feel like they are at home.”

With four treatment rooms, a quiet location and a garden where guardians can sit with their pets rather than in a crowded waiting room, Booth said the emergency center’s design helps clients handle the situation better.

“Part of what we’re trying to promote is a comfortable environment at a unique time in their experience with their pet,” Booth said.

Booth views the clinic as an extension of the family veterinarian, and the center has already had a number of patients referred by area vets for specialized care.

Earlier this summer when Bryan Russell returned home from vacation, his 12-year-old Jack Russell terrier



COURTESY ALPENGLW VETERINARY SPECIALTY + EMERGENCY CENTER

Co-owners and partners of Alpenglw Veterinary Specialty + Emergency Center in Boulder are, clockwise from top, Matt Booth, Matt Rooney, Karen Sanderson and Sean Williams.

greeted him excitedly — as most dogs will. But when the dog fainted, breathing but unresponsive, Russell knew something was not right.

Conveniently named “Jack,” the dog sprang to its paws after a few minutes, running around and acting as if nothing had happened. A handful of similar episodes ensued over the next few weeks, including once on a walk when Jack immediately keeled over after relieving himself.

“It was literally like someone pushed a cow over,” Russell said. “He just fell on his side.”

After a round of tests conducted by Jack’s primary veterinarian, who was concerned that the dog’s heart murmur had morphed into something more serious, Russell was referred to Sanderson at the emergency center.

A longtime veterinary cardiologist who previously operated a mobile unit serving family vets all along the Front

► See **Emergency**, 17A

Clicker class for canines

Training method helps feisty dogs find homes

BY VALERIE GLEATON
news@bcbr.com

BOULDER — Millions of dogs and cats enter animal shelters every year. On average, only half of those animals are adopted. Lindsay Wood is trying to change that.

As the director of Animal Training & Behavior at the Humane Society Boulder Valley, Wood conducts public training classes for people and their pets and heads up the shelter’s behavior modification program, both of which are helping to save the lives of animals in the area.

“Dogs who are clicker trained learn faster than dogs trained with verbal cues, because it’s much more precise.”

Lindsay Wood
DIRECTOR,
ANIMAL TRAINING & BEHAVIOR,
HUMANE SOCIETY BOULDER VALLEY

Wood hasn’t always worked with dogs and cats: She began as a marine mammal trainer at the Dolphin Research Center in the Florida Keys. When Wood adopted her dog, a yellow Labrador retriever named Lyra, in 2001, her friends and family told her, “You can’t train a dog the way you train a dolphin.” Wood accepted the challenge.

“With dolphins, you have to learn to be creative. You can’t use force, only positive reinforcement. I figured if you can use those techniques with a 600-pound animal, you can use them with a dog,” she said.

Wood used a method known as clicker training to teach Lyra, with great success. A few years later, she went back to school to become a certified dog trainer.

“Lyra was a big impetus for that career shift,” Wood said. “I wanted other people to have as great a relationship with their pet as I have with my dog. I also thought I could do more good with dogs — there’s more need here.”

Wood enrolled at the San Francisco SPCA Academy for Dog Trainers in 2004, then got her master’s degree in

► See **Clicker**, 17A

Directory of Pet Services in Boulder County

PET BOARDING

ARAPAHOE ANIMAL HOSPITAL
5585 Arapahoe Ave.
Boulder, CO 80303
303-442-7033 fax: 303-447-2052
Person In Charge: Bonnie Lynn Abbott, DVM;
Greg D. Hayes, DVM; Alan M. Myers, DVM; Scott
Smith, DVM and Carisa Ralph, DVM
Web site: www.arapahoeanimalhospital.com

ARTISTIC PET GROOMING & BOARDING
1705 W. 10th Ave.
Broomfield, CO 80020
303-466-8888

BOULDER VALLEY CAT CLINIC P.C.
2825 Wilderness Place, Suite 200
Boulder, CO 80301
303-444-6369
Person In Charge: David Etges, DVM
Web site: bvcats.com

BROADWAY ANIMAL HOSPITAL
1405 S. Broadway
Boulder, CO 80305
303-499-5505 fax: 303-499-0211
Person In Charge: Lee A. Woods, DVM and
Patrick Kalenzi, DVM
Web site: www.broadwayanimal.com

CAMP BOW WOW
3631 Pearl St.
Boulder, CO 80301
303-442-2261 fax: 303-442-3125
No. of employees 2009: 30
Services: Dog care franchise. More than 200
dog day and overnight camps sold nationwide.
Person In Charge: Heidi Flammang, CEO
Year founded: 2000
Web site: www.campbowwowusa.com

CAMP BOW WOW
1705 W. 10th Ave.
Broomfield, CO 80020
303-469-9972 fax: 303-469-9971
Web site: www.campbowwowusa.com

CANINE CAMPOVERS LLC
Boulder, CO
303-998-1111
Web site: www.caninecampoovers.com

COTTONWOOD KENNELS
7275 Valmont Road
Boulder, CO 80303
303-442-2602
Web site: www.cottonwoodkennels.com

DOG CITY
2907 55th St., Unit 6
Boulder, CO 80301
303-473-9963 fax: 303-440-6575
Services: Dog day care, hotel, grooming, retail,
training.
Person In Charge: Deborah Holvey, Owner and
Marketing Vice President
Year founded: 1997
Web site: www.dogcityboulder.com

GUNBARREL VETERINARY CLINIC
4636 N. 55th St.
Boulder, CO 80301
303-530-2500
Person In Charge: Louis Brad, DVM; Kim Smith,
DVM; Judith A. Welcome, DVM and Leslie T.
Williams, DVM
Web site: www.gunbarrelvet.com

LOUISVILLE FAMILY ANIMAL HOSPITAL
332 S. McCaslin Blvd.
Louisville, CO 80027
303-661-0702
Person In Charge: Greg Collins, DVM; Ami
VanDeventer, DVM and Katie Smith, DVM
Web site: www.caringforyourpets.com

THE DIVINE CANINE LLC
1141 South St.

Louisville, CO 80027
303-464-1380 fax: 303-495-3548
Web site: www.divinecanine.net

THE DOG SPOT
5155 Arapahoe Ave.
Boulder, CO 80301
720-565-3647
Web site: www.dogspotboulder.com

WHISPERING PINES PET RESORT
14360 N. 83rd St.
Longmont, CO 80503
303-776-3907 fax: 303-485-6389
Web site: www.whisperingpinespetresort.net

PET GROOMING

ARTISTIC PET GROOMING & BOARDING
1705 W. 10th Ave.
Broomfield, CO 80020
303-466-8888

BOULDER PET GROOMING
1805 Walnut St.
Boulder, CO 80302
303-442-6888

BROADWAY ANIMAL HOSPITAL
1405 S. Broadway
Boulder, CO 80305
303-499-5505 fax: 303-499-0211
Person In Charge: Lee A. Woods, DVM and
Patrick Kalenzi, DVM
Web site: www.broadwayanimal.com

COTTONWOOD KENNELS
7275 Valmont Road
Boulder, CO 80303
303-442-2602
Web site: www.cottonwoodkennels.com

DOG CITY
2907 55th St., Unit 6
Boulder, CO 80301
303-473-9963 fax: 303-440-6575
Services: Dog day care, hotel, grooming, retail,
training.
Person In Charge: Deborah Holvey, Owner and
Marketing Vice President
Year founded: 1997
Web site: www.dogcityboulder.com

DOGGIE DO'S
10685 Ross Court
Broomfield, CO 80021
303-469-5457

LAUND-UR-MUTT
637 S. Broadway, Unit P
Boulder, CO 80305
303-543-9592
Web site: www.laundurmutt.com

LOVE YOUR CAT
4443 Driftwood Place
Boulder, CO 80301
303-581-9536

PAMPERED POOCH GROOMING
2750 Glenwood Drive
Boulder, CO 80304
303-444-0508

PEAK TO PEAK GROOMING
Boulder, CO
303-442-0269

PETCO
2480 Arapahoe Ave.
Boulder, CO 80302
303-544-1888
Web site: www.petco.com

PETCO
205 Ken Pratt Blvd., Suite 280
Longmont, CO 80501
720-652-4642
Web site: www.petco.com

PETCO
12163 N. Sheridan Blvd.
Broomfield, CO 80020
Web site: www.petco.com

PETSMART
2982 Iris Ave.
Boulder, CO 80301
303-939-9033
Web site: www.petsmart.com

PETSMART
402 Center Drive
Superior, CO 80027
303-543-6060
Web site: www.petsmart.com

PETSMART
1125 S. Hover Road
Longmont, CO 80501
303-702-9526
Web site: www.petsmart.com

STRUTTIN' PUP
2850 Arapahoe Road, Suite 110
Lafayette, CO 80026
303-665-3038
Web site: struttinpup.com

THE CLASSIC CLIP
555 Highway 287, Unit K-9
Broomfield, CO 80022
303-466-1188
Web site: www.broomfieldpetgrooming.com

**THE DIRTY DOG GROOMING AND PET
BOUTIQUE**
1100 Highway 287
Broomfield, CO 80020
303-469-9490
Web site: dirtydoggrooming.com

THE GROOM CLOSET
70 Marble St.
Broomfield, CO 80020
303-410-0308

THE HYDRANT
2900 Valmont Road
Boulder, CO 80301
303-442-7550

THE LITTLE GROOMER
1130 Pine St.
Louisville, CO 80027
303-666-0545

THE POOCH MOBILE
Boulder, CO
866-933-5111
Web site: www.thepoochmobile.us

TIDY PAWS
720 Austin Ave., Suite 105
Erie, CO 80516
303-828-4241
Web site: erietidypaws.com

UNLEASHED ULTIMATE DOG CENTER
1617 Coalton Road
Superior, CO 80027
303-554-9343
Web site: unleashyourdog.com

**WAGG-IN WHEELS MOBILE
DOG GROOMING**
Boulder, CO
303-443-6828
Web site: wagg-in-wheels.com

PET PRODUCTS

APOGEE COMMUNICATIONS GROUP
159 Alpine Way
Boulder, CO 80304
303-443-8473 fax: 303-443-0500
No. of employees 2009: 4
Services: HD medical and safety videos and DVDs;
video production services; also for television. 4K high-
definition video including vertical HD for trade shows.

medical and corporate productions.
Person In Charge: Arthur J. Levy, President
Year founded: 1966
Web site: www.apogeevideo.com

BEST BUDDY PET PRODUCTS
Longmont, CO 80504
720-940-6892
Services: Manufacturer of waterproof leg cover-
ings for dogs that are used to facilitate healing of
injuries or obsessive licking.
Person In Charge: Lyn Townshend, Owner
Year founded: 2006
Web site: www.bestbuddypetproducts.com

BISON DESIGNS LLC
735 S. Lincoln Ave.
Longmont, CO 80501
303-678-9911 fax: 303-678-9988
No. of employees 2009: 30
Services: Climbing belts and accessories; pet
accessories; promotional products.
Person In Charge: Brian Kelleghan, Owner
Year founded: 1987
Web site: www.bisondesigns.com

BOULDER DOG FOOD CO. LLC
P.O. Box 4417
Boulder, CO 80306
303-449-2540 fax: 303-443-0155
No. of employees 2009: 4
Services: Gourmet dog and cat food and treats.
Person In Charge: Ed Withers, Co-owner
Year founded: 2002
Web site: www.boulderdogfoodcompany.com

DOGTIDY CO.
6185A Arapahoe Road
Boulder, CO 80303
303-296-9287 fax: 303-298-8894
Services: Dispensers and degradable bags for
pet waste, used by municipalities. Also rolls of
bags for public purchase.
Person In Charge: Andrew Katers, Founder
Year founded: 2007
Web site: www.dogtidy.com

DOGVITALS INC.
2710 Regis Drive
Boulder, CO 80305
888-898-3647 fax: 303-499-1394
Services: Antioxidant supplements for dogs.
Person In Charge: David Humphrey, Owner
Year founded: 2005
Web site: www.dogvitals.com

FELINE FANATICS
336 Colony Place
Longmont, CO 80501
303-678-7493
Services: Handcrafted cat condos, towers,
perches, scratching posts and trees.
Person In Charge: Eric W. Minnerly, Owner
Year founded: 2005
Web site: www.felinefanatics.com

IN CLOVER INC.
P.O. Box 11256
Boulder, CO 80301
303-581-9619 fax: 303-447-1734
Services: Therapeutics for companion animals;
dental snacks.
Person In Charge: Rebecca Rose, CEO and
President
Year founded: 1996
Web site: www.inclover.com

NITE IZE INC.
5660 Central Ave.
Boulder, CO 80301
303-449-2576 fax: 303-449-2013
Services: Flashlight, L.E.D., dog collars, mobile
and hardware accessories; produces Inka pens.
Person In Charge: Rick Case, Owner and
President
Year founded: 1989
Web site: www.niteize.com

ONLY NATURAL PET STORE
5541 Central Ave., Suite 201

Boulder, CO 80301
720-406-7475 fax: 720-406-7522
No. of employees 2009: 34
Services: Manufactures vitamins, supplements,
treats, grooming supplies, food and flea rem-
edies; also a multi-channel retailer of natural pet
supplies for dogs and cats.
Person In Charge: Martin Grosjean, President
Year founded: 2004
Web site: www.onlynaturalpet.com

PC'S PANTRY FOR DOGS & CATS INC.
2600 30th St.
Boulder, CO 80301
303-245-9909 fax: 303-449-3186
Services: Bakes dog and cat treats, also retail
of pet items.
Person In Charge: Mary Lee Withers, Owner
Year founded: 2000
Web site: www.pcspantry.com

PEAKWAGGERS
P.O. Box 549
Nederland, CO 80466
303-907-3363
Services: Makers of dehydrated dog food for
hiking and camping.
Person In Charge: Gayle Brooks, Owner
Year founded: 2007
Web site: www.peakwaggers.com

PERFORMANCE FOODS INC.
3001 Industrial Lane, Unit 4
Broomfield, CO 80020
303-410-1101 fax: 303-410-1881
Services: Premium nutrition for ferrets and dogs.
Person In Charge: Liz Lovins
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Web site: www.totallyferret.com

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1087 Eagle Court
Louisville, CO 80027
303-604-6639 fax: 303-604-6639
Services: Natural dog treats.
Person In Charge: Marcia Siemsen, Owner
Year founded: 2002

PET RETAILERS

ANIMALHOUSE VETERINARY CLINIC
889 South Boulder Road
Louisville, CO 80027
303-666-4888
Person In Charge: Daniel C. Keith, DVM and
Janet K. Glenn, DVM
Web site: www.animalhouseclinic.com

AQUA IMPORTS
2690 28th St.
Boulder, CO 80301
303-444-6971
Web site: www.aqua-imports.com

BARK AVENUE
101 E. Chester St.
Lafayette, CO 80026
303-664-9663

BARK IN' BOUTIQUE
1 W. Flatiron Crossing Drive
Broomfield, CO 80021
303-404-0094

DOG CITY
2907 55th St., Unit 6
Boulder, CO 80301
303-473-9963 fax: 303-440-6575
Services: Dog day care, hotel, grooming, retail,
training.
Person In Charge: Deborah Holvey, Owner and
Marketing Vice President
Year founded: 1997
Web site: www.dogcityboulder.com

FARFEL'S FARM
906 Pearl St.
Boulder, CO 80302
303-443-7711 fax: 303-449-0470
Services: Retail of pet supplies; pet photography.
Eclectic goods for dogs and cats, including unique
toys, pet outfits, natural food and treats, gifts and art.
Person In Charge: Jeff Richey and Sandy
Calvin, Co-owners
Year founded: 2005
Web site: www.farfels.com

HUMANE SOCIETY OF BOULDER VALLEY
2323 55th St.
Boulder, CO 80301
303-442-4030 ext. 637 fax: 303-440-8242
Person In Charge: Lisa Pedersen, CEO
Year founded: 1902
Web site: www.boulderhumane.org

LAFAYETTE FEED & GRAIN
816 E. Baseline Road
Lafayette, CO 80026
303-665-5055

LEFT PAW PANTRY
7740 Manila Place
Longmont, CO 80503
303-652-6060
Services: Home delivery of natural pet food.
Web site: www.leftpawpantry.com

LIQUID KINGDOM INC.
6470 W. 120th Ave.
Broomfield, CO 80020
303-460-8487

MCGUCKIN HARDWARE
2525 Arapahoe Ave.
Boulder, CO 80302
303-443-1822 fax: 303-443-5126
No. of employees 2009: 285
Services: Family-owned hardware store and
kitchen and bath design center.
Person In Charge: Barry Hight, President
Year founded: 1965
Web site: www.mcguckin.com

ONLY NATURAL PET STORE
5541 Central Ave., Suite 201
Boulder, CO 80301
720-406-7475 fax: 720-406-7522
No. of employees 2009: 34
Services: Manufactures vitamins, supplements,
treats, grooming supplies, food and flea rem-
edies; also a multi-channel retailer of natural pet
supplies for dogs and cats.
Person In Charge: Martin Grosjean, President
Year founded: 2004
Web site: www.onlynaturalpet.com

PC'S PANTRY FOR DOGS & CATS INC.
2600 30th St.
Boulder, CO 80301
303-245-9909 fax: 303-449-3186
Services: Bakes dog and cat treats, also retail
of pet items.
Person In Charge: Mary Lee Withers, Owner
Year founded: 2000
Web site: www.pcspantry.com

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720-652-4642
Web site: www.petco.com

PETCO
12163 N. Sheridan Blvd.
Broomfield, CO 80020
Web site: www.petco.com

PETSMART
2982 Iris Ave.
Boulder, CO 80301
303-939-9033
Web site: www.petsmart.com

PETSMART
402 Center Drive
Superior, CO 80027
303-543-6060
Web site: www.petsmart.com

PETSMART
1125 S. Hover Road
Longmont, CO 80501
303-702-9526
Web site: www.petsmart.com

STRUTTIN' PUP
2850 Arapahoe Road, Suite 110
Lafayette, CO 80026
303-665-3038
Web site: struttinpup.com

STUART K9 PRODUCTS
P.O. Box 1717
Broomfield, CO 80038
303-439-0490 fax: 303-265-9425
Web site: www.stuartk9products.com

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Broomfield, CO 80020
303-469-9490
Web site: dirtydoggrooming.com

THE PEDIGREE SHOP
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Broomfield, CO 80021
720-887-1300

TIDY PAWS
720 Austin Ave., Suite 105
Erie, CO 80516

303-828-4241
Web site: erietidypaws.com

TROPICAL BIRD FARM
Boulder, CO
303-554-0335

WHOLE PETS
2835 Pearl St., Suite B
Boulder, CO 80301
303-444-4733
Web site: www.whole-pets.com

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Boulder, CO 80302
303-442-7790

DEPENDABLE LAWN CARE INC.
Boulder, CO
303-545-5910

DOGWOOD POOP SCOOP SERVICE
Boulder, CO
720-771-1282
Web site: www.dogwoodpoopscoop.com

POOP CONNECTION
Boulder, CO
303-652-3728

PET SITTING

CAT'S CAT CARE
Boulder, CO
303-443-4369

COTTONWOOD KENNELS
7275 Valmont Road
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303-651-7322 fax: 303-651-7296
Person In Charge: Joan R. Primeau, DVM and
Scott L. Riley, DVM
Web site: www.apetsplacelongmont.com

ACTION HOUSECALL PRACTICE
Boulder, CO
303-823-9989
Person In Charge: W.L. Ostgaard, DVM

AGAPE ANIMAL HEALTH CENTER
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303-485-7718
Person In Charge: Sharon E. Reamer, DVM

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Erie, CO 80516
303-443-6506
Person In Charge: Steven P. Kloepper, DVM

ALPINE HOSPITAL FOR ANIMALS
3210 Valmont St.
Boulder, CO 80301
303-443-9661
Person In Charge: Karen McCormick, DVM, CVA
and Candace E. Sayles, DVM, CVA
Web site: www.alpinehospitalforanimals.com

ANIMAL HOSPITAL
1250 Main St.
Longmont, CO 80501
303-776-3454
Person In Charge: Donald P. Dreyer, DVM; Lynn
D. Ferguson, DVM and Jon M. Gustafson, DVM

ANIMAL RESOURCES UCB BOULDER
Campus Box 345
Boulder, CO 80309
303-492-3411
Person In Charge: Albert R. Petkus, DVM

ANIMALHOUSE VETERINARY CLINIC
889 South Boulder Road
Louisville, CO 80027
303-666-4888
Person In Charge: Daniel C. Keith, DVM and
Janet K. Glenn, DVM
Web site: www.animalhouseclinic.com

ARAPAHOE ANIMAL HOSPITAL
5585 Arapahoe Ave.
Boulder, CO 80303
303-442-7033 fax: 303-447-2052
Person In Charge: Bonnie Lynn Abbott, DVM;
Greg D. Hayes, DVM; Alan M. Myers, DVM; Scott
Smith, DVM and Carisa Ralph, DVM
Web site: www.arapahoeanimalhospital.com

**ARAPAHOE ANIMAL
HOSPITAL-DOWNTOWN**
1730 15th St.
Boulder, CO 80302
303-442-7036
Person In Charge: Bonnie Lynn Abbott, DVM;
Greg D. Hayes, DVM; Alan M. Myers, DVM and
Scott Smith, DVM
Web site: www.arapahoeanimalhospital.com

ASPEN ANIMAL HOSPITAL P.C.
11970 Quay St.
Broomfield, CO 80020
303-469-1846
Person In Charge: Leon J. Pommer, DVM

**BANFIELD THE PET
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2982 Iris Ave.
Boulder, CO 80301
303-413-8454

**BANFIELD THE PET HOSPITAL
OF BROOMFIELD**
16575 Washington St.
Broomfield, CO 80023
720-977-7124

**BANFIELD THE PET HOSPITAL OF
SUPERIOR**
402 Center Drive
Superior, CO 80027
303-543-3907
Person In Charge: Ken S. Katz, DVM and Shelle
Raines, DVM

BASELINE ANIMAL HOSPITAL
108 W. Baseline Road
Lafayette, CO 80026
720-214-0270
Person In Charge: Allen A. Cloutier, DVM and
Jennifer M. Schwind, DVM

BOULDER EMERGENCY PET CLINIC P.C.
1658 30th St.
Boulder, CO 80301
303-440-7722
Person In Charge: Cindy Grimm, DVM; Kelly
Barrett, DVM; Jeremy Sebor, DVM; Yvette Berndt,
DVM and Cristie Hunter, DVM
Web site: www.emergencypetclinics.com

BOULDER VALLEY CAT CLINIC P.C.
2825 Wilderness Place, Suite 200
Boulder, CO 80301
303-444-6369
Person In Charge: David Etges, DVM
Web site: bvccats.com

BOULDER VALLEY VET
6333 Ute Highway
Longmont, CO 80503
303-440-8440
Person In Charge: Marty Butley, DVM; Dale
Bowers, VMD and Stacy Bluhm, DVM
Web site: www.bouldervalleyvet.com

BOULDER VETERINARY HOSPITAL P.C.
3630 Broadway
Boulder, CO 80304
303-442-6262
Person In Charge: Craig A. Ansbaugh, DVM;
Allen R. Hayes, DVM; Ed Berman, DVM and Rich
Ellis, DVM
Web site: www.bouldervet.com

BOULDER'S NATURAL ANIMAL
685 S. Broadway
Boulder, CO 80305
303-494-7877 fax: 303-494-9125
Person In Charge: Robert J. Silver, DVM, MS
Web site: www.bouldersnaturalanimal.com

BRAD LOUIS, DVM
4636 55th St.
Boulder, CO 80301
303-530-2500
Person In Charge: Brad Louis, DVM

BROADLANDS VETERINARY CLINIC
3800 W. 144th Ave., Suite 1500
Broomfield, CO 80023
fax: 303-410-8520
Person In Charge: Erin B. Perkin, DVM
Web site: www.broadlandsvet.com

BROADWAY ANIMAL HOSPITAL
1405 S. Broadway
Boulder, CO 80305
303-499-5505 fax: 303-499-0211
Person In Charge: Lee A. Woods, DVM and
Patrick Kalenzi, DVM
Web site: www.broadwayanimal.com

**BROOMFIELD MEADOWS
ANIMAL HOSPITAL**
13606 Xavier Lane, Suite A
Broomfield, CO 80023
303-404-3636
Person In Charge: James T. Sumerfield, DVM

BROOMFIELD VETERINARY HOSPITAL
5275 W. 120th Ave.
Broomfield, CO 80020
303-466-1764 fax: 303-469-8053
Person In Charge: Clyde A. Brunner, DVM,
owner/Pres; Lisa M. Fredericks, DVM and
Rebecca Smith, DVM

CENTENNIAL VALLEY ANIMAL HOSPITAL
259 Century Circle
Louisville, CO 80503
303-666-9363 fax: 303-666-0401
Person In Charge: Lisa Decaria Barlow, DVM;
Virginia Rickford, DVM and Erin Quigley, DVM
Web site: www.cvah.com

CHAPARRAL ANIMAL HEALTH CENTER
9390 Rogers Road
Longmont, CO 80503
303-702-1986
Person In Charge: David M. McCluggage, DVM

CHESHIRE CAT HOSPITAL
9251 Old Wadsworth Blvd.
Broomfield, CO 80021
303-420-8350

CULVER VETERINARY HOSPITAL
14534 N. 107th St.
Longmont, CO 80504
303-772-3688
Person In Charge: Millissa J. Culver, DVM and
Vernon L. Culver, DVM

ELWOOD K. SHELTON, DVM
225 Hopi Place
Boulder, CO 80303
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Person In Charge: Elwood K. Shelton, DVM

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CLICKER from 14A

psychology at Hunter College in New York, focusing on animal behavior.

In January 2007, she moved to Colorado for her current position at the Humane Society of Boulder Valley, where she took over the shelter’s public training classes. The organization offers six-week long training classes for pets and guardians, from basic manners and socialization for newly adopted puppies to advanced agility classes for older dogs, as well as private, in-home training for dogs with specific behavioral problems.

“I love witnessing that a-ha moment in a little doggie brain and seeing how excited the guardian gets,” Wood said. “Knowing you were able to facilitate that is an amazing feeling.”

Wood has been adamant from the beginning that the courses use only positive reinforcement training methods. Her preferred technique is clicker training, which uses a small, handheld device to pinpoint the exact moment that a dog obeys his guardian’s command.

“Dogs who are clicker trained learn faster than dogs trained with verbal cues, because it’s much more precise,” Wood said, whose graduate thesis research showed that dogs trained with a clicker learned commands an average of 23 minutes faster than those trained with a

verbal cue, such as the word “good.”

But Wood insists that the classes are about more than simply teaching dogs to stop barking or to perform cute tricks on command.

“It’s all about building a relationship with your pet,” Wood said. “The great thing about clicker training is that it’s based on love, rewards, trust and fun. It makes the communication between you and your dog so much richer.”

The public classes are a source of revenue for the other half of Wood’s job: the shelter’s behavior modification program. According to the American Society for the Prevention of Cruelty to Animals, 70 percent of animals are relinquished to shelters because of behavior problems such as food guarding, aggression, separation anxiety and fearful behavior.

“Most shelters don’t have the resources to deal with these problems, so those dogs never even make it into adoption centers,” Wood said. Her job is to make sure they do. She works with dogs with behavioral problems to make them adoptable, boosting the shelter’s adoption rate to 89 percent, compared to the national average of between 50 percent and 60 percent.



MICHAEL MYERS

Lindsay Wood, director of Animal Training & Behavior at the Humane Society Boulder Valley, made the switch from teaching dolphins tricks to teaching dogs and cats good behavior.

EMERGENCY from 14A

Range, Sanderson took one look at Jack’s blue tongue and knew he was suffering from congenital heart failure. After putting the pooch in an “oxygen cage,” a glass enclosure with controlled temperature and oxygen flow, Jack’s tongue and heavy breathing returned to normal.

“We want them to feel like they did when they were happy and the owners didn’t know anything was wrong,” Sanderson said about pets brought in for heart problems. “In most cases, not all certainly, we can buy them a good quality of life, anywhere from six months to several years.

Luckily for Jack, his heart problem, called mitral regurgitation, where a flap on the heart’s valve causes blood to

flow back into the heart and enlarge it, can be controlled with medication.

And luckily for Russell’s wallet, Jack did not have to stay overnight in the clinic or have any invasive surgery. Costs can run from a few hundred dollars for an initial screening to thousands of dollars for a pacemaker or catheter implantation.

While heart mitral valve issues are common in dogs over the age of 12, especially in small-breed dogs, the most common form of heart disease in cats is hypertrophic cardiomyopathy, something Sanderson said is “really frustrating to diagnose.”

Although many cats have heart abnormalities such as a heart murmur,

unlike dogs they do not present as many telltale symptoms until they are in congestive heart failure. And once they are, the prognosis for a full recovery is poor; many cats develop blood clots due to an enlarged heart, which then can cause acute paralysis in the hind legs.

“One minute your cat is happy and normal and literally one second later they are dragging their hind leg and screaming in pain,” Sanderson said.

Barbara Brunner woke up recently to just such a scenario when her seven-and-a-half-year-old Maine coon cat, Kully, jumped on the bed, howling in agony.

“I threw clothes on, got him into the carrier and headed to the emergency vet clinic in Longmont,” Brunner said.

“There were so many possibilities what was wrong it was scary as heck.”

Once the vets at the Longmont clinic looked at Kully’s enlarged heart, Brunner said, “it was really clear” that was the problem. In addition, the cat had a blood clot, but in his front leg, not the hind legs, and was sent to Sanderson in Boulder.

Calling Kully “a complicated case,” Sanderson said the cat is on the mend, although Brunner said he is still not totally himself.

“He has a bad heart and that’s a fact,” Brunner said. “The first thing they told me was that his heart was shaped like a valentine. It’s not a good thing, but it fits him because he’s a really sweet kitty.

DIRECTORY from 16A

Erie, CO 80516
303-828-0373
Person In Charge: Sally J. Townner, DVM and Tricia Krager, DVM
Web site: www.erieanimalhospital.com

FLATIRONS VETERINARY CARE PC
61 Betasso Road
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303-444-4315
Person In Charge: Robert A. Irmiger, DVM

FOOTHILLS ANIMAL CLINIC
2820 Jay Road
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303-443-1635
Person In Charge: Cindy Bauman, DVM; Rich Ellis, DVM and Mary Hiatt, DVM
Web site: www.foothillsanimalclinic.com

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4636 N. 55th St.
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303-530-2500
Person In Charge: Louis Brad, DVM; Kim Smith, DVM; Judith A. Welcome, DVM and Leslie T. Williams, DVM
Web site: www.gunbarrelvet.com

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303-554-7141 fax: 303-499-8626
Person In Charge: Turie Norman, DVM
Web site: www.healingtouchvet.com

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3060 Sterling Circle, Suite 300
Boulder, CO 80301
303-938-9474 fax: 303-938-0589
Person In Charge: Lisa A. Sabichi, DVM and John McGee, DVM
Web site: www.indianpeaksvet.com

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855 E. Heartstrong St.
Superior, CO 80027
303-257-8688
Person In Charge: James S. Dixon, DVM, MS

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Lafayette, CO 80026
303-665-4002
Person In Charge: Donald D. Dodge, III, DVM and Kelli Space, DVM

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1141 Vivian St.
Longmont, CO 80501
303-702-1755
Person In Charge: John Flinchum, DVM

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LOUISVILLE FAMILY ANIMAL HOSPITAL
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Louisville, CO 80027
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303-666-6829
Person In Charge: John D. Bender, DVM

LOVING EQUINE CLINIC
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Boulder, CO 80302
303-444-9494

MANDALAY ANIMAL HOSPITAL
10460 Wadsworth Blvd.
Broomfield, CO 80021
303-464-7501
Person In Charge: Terry L. Humphrey, DVM and Thomas J. Mohapp, DVM, BVSc

MARK FITCH, DVM
3451 95th St.
Boulder, CO 80301
303-666-5140
Person In Charge: Mark R. Fitch, DVM

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646 Highway 119 S.
Nederland, CO 80466
303-258-7355
Person In Charge: Joseph M. Evans, DVM

NELSON ROAD VETERINARY CLINIC INC.
8875 Nelson Road
Longmont, CO 80503
303-678-8387
Person In Charge: Steven E. Benscheidt, DVM and Melinda K. Wagner, DVM

NIWOT VETERINARY CLINIC
6964 N. 79th St., Suite 4
Longmont, CO 80503
303-652-2194
Person In Charge: J. Douglas Courtley, DVM

NORTH BOULDER COMPANION ANIMAL HOSPITAL
2750 Glenwood Drive, Suite 9
Boulder, CO 80304
303-443-9003 fax: 303-444-3589
Person In Charge: Susan E. Patton, DVM; Darin Everett, DVM and Brooke Kugler, DVM
Web site: www.nobocoho.com

OLD TOWNE ANIMAL MEDICAL CENTER
426 Terry St.
Longmont, CO 80501
303-651-9400
Person In Charge: Susan M. Muench, DVM

PEAK TO PEAK ANIMAL HOSPITAL
75 E. 2nd St.
Nederland, CO 80466
303-258-7004
Person In Charge: Guy T. Newton, DVM and Michael L. Clements, DVM

PET MENDERS ANIMAL HOSPITAL
2790 Moorhead Ave.
Boulder, CO 80305
303-494-0840
Person In Charge: Todd M. Russell, DVM and Ed Fuller, DVM
Web site: www.petmenders.com

PETER W. RODGERS, HOLISTIC VETERINARY HOUSECALLS
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303-444-2287
Person In Charge: Peter W. Rodgers, DVM

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10693 Arapahoe Road
Lafayette, CO 80026
303-666-0254
Person In Charge: Michelle De Haan, DVM

PHYLLIS A. HOLST, DVM
133 S. Main St.
Longmont, CO 80501
303-772-3090
Person In Charge: Phyllis A. Holst, DVM

ROGER K. HARBERT
6160 N. 71st St.
Longmont, CO 80503
303-530-2200
Person In Charge: Roger K. Harbert, DVM

SCHWARTZENBERGER EQUINE
11313 Vermillion Road
Longmont, CO 80504
303-651-1958
Person In Charge: Steve Schwarzenberger, DVM

SIEVERS EQUINE SERVICES
Boulder, CO
303-466-8888

SOBO ANIMAL HOSPITAL
4660 Table Mesa Drive
Boulder, CO 80305
303-499-1800
Person In Charge: Clinton Kay
Web site: www.meadowsanimalclinic.com

SUPERIOR MOBILE VETERINARY CLINIC
Superior, CO
303-494-6691

Person In Charge: Judith E. Williams, DVM

TENDER LOVING CARE ANIMAL HOSPITAL
700 Ken Pratt Blvd., Suite 220
Longmont, CO 80501
720-494-8251
Person In Charge: Tricia M. Hartwig, DVM
Web site: www.ticanimal.com

THE ANIMAL DOCTOR P.C.
1705 W. 10th Ave.
Broomfield, CO 80020
303-466-8888 fax: 303-466-0723
Person In Charge: Bill Guerrero, DVM; Katrina Knepler, DVM; Mischa Rotkovich, DVM, CVMA and Chad Stewart, MS, DVM

VALLEY VETERINARY HOSPITAL P.C.
1191 Ken Pratt Blvd.
Longmont, CO 80501
303-776-0234
Person In Charge: Robert W. Biller, DVM; Jeffrey F. Peila, DVM and Anita M. Warren-Peila, DVM

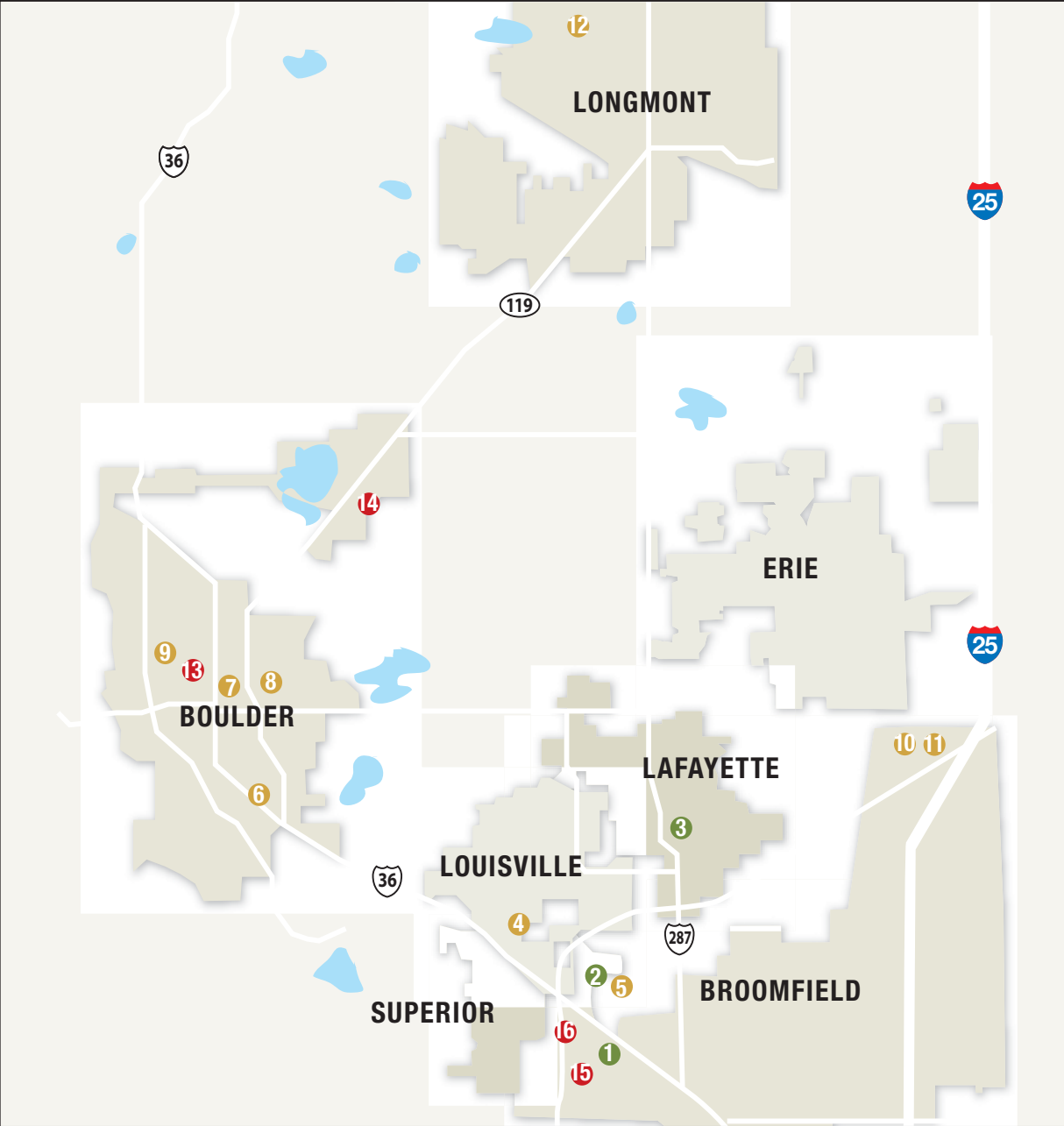
VCA ALL PETS ANIMAL HOSPITAL
5290 Manhattan Circle
Boulder, CO 80303
303-499-5335 fax: 303-499-5362
Person In Charge: Jennifer Shinn, DVM
Web site: www.vcaallpetsboulder.com

VCA ALL PETS ANIMAL HOSPITAL
805 S. Public Road
Lafayette, CO 80026
303-665-4230 fax: 303-665-4239
Person In Charge: Randall Sunshine, DVM
Web site: www.vcaallpetslafayette.com

VILLAGE PET CLINIC
2130 Main St., Suite 13
Longmont, CO 80501
303-772-9282
Person In Charge: J. Stanley Orme, DVM

REAL ESTATE & DEVELOPMENT

19A | Top leases, commercial property sales, 23A | Commercial vacancy rates



Project traffic

The status of some private-sector real estate projects in Boulder and Broomfield counties:

GO: Projects under construction

- 1. Central Park Tower - 305,000 square feet - office
- 2. Hyatt Summerfield Suites - 129 rooms - hotel
- 3. Prana at Sola - 254 units - apartments

CAUTION: Projects moving ahead, but at slower pace

- 4. ConocoPhillips - 435 acres - office, flex campus
- 5. Parkway Circle - 180,000 square feet - office
- 6. U.S. 36 / Baseline Road property redevelopment - 4.3 acres - retail, office, lodging
- 7. Residences at Twenty Ninth Street - 240 units - apartments
- 8. Pearl Parkway Center - 52,443 - retail, flex, industrial
- 9. Etown Hall - 16,000 square feet - performing and community arts
- 10. Palisade Park - 154 acres - mixed-use
- 11. Preble Creek - 506 acres - commercial, industrial
- 12. Ute Crossing - 10 acres - retail

STOP: Projects on hold

- 13. Eads News/Golden Buff redevelopment - 284,000 square feet - office, retail
- 14. Gunbarrel Gateway - 5.9 acres - hotel, commercial
- 15. 575 Interlocken - 12 acres - hotel, office, retail
- 16. Flatiron Crossing redevelopment - retail relocation, new hotel

Yellow light of caution for construction

BY DAVID CLUCAS
dclucas@bcbr.com

A majority of real estate development projects in the Boulder Valley are facing a flashing yellow light on the road to construction — they’re moving ahead, but at a slower pace.

Local developers say they’re in no hurry to break ground on new projects as credit continues to be tight and demand declines. Some projects have been indefinitely put on hold, while a few others are getting the green light to go.

The limited construction activity in the Boulder Valley is primarily being fueled by the new ConocoPhillips 432-acre campus in Louisville — even though the first buildings there have been pushed back from an original launch date of late 2011, to now sometime in 2013.

Local developer Kim Scott, who owns land known as Parkway Circle directly east of the campus, said activity is picking up again. Pittsburgh-based Oxford Development Co. was recently able to rebid its proposed 129-room Hyatt Summer-

Majority of projects in Boulder Valley moving forward slowly or put on hold

field Suites at a lower cost, he said. Construction is under way with an opening expected by May or June 2010.

“It’s been challenging out there, but I think we have a unique situation with ConocoPhillips,” Scott said. “It’s taking more equity dollars today, and more time, but I see building costs coming down 15 to 18 percent for some of these projects.”

Scott is still in negotiations with two other hotel operators, although those deals have been slower to mature. He also is under contact to sell about five acres of land to Denver-based Panattoni Development Co., which wants to build an 180,000-square-foot office building with a parking garage and retail at Parkway Circle.

Panattoni is gauging interest for the project — working with brokerage firms Frederick Ross and David Hicks

Lampert to search for tenants, said Dave Hagan, a senior vice president and project principal with the company. He said demand is the bigger issue facing developers today.

“Financing is tough, but if we had a build-to-suit, or a tenant for the majority of the building, then we’d be able to finance it,” Hagan said.

Across U.S. 36 at the Interlocken Advanced Technology Environment business park, Franklin Street Properties Corp. continues construction of its 11-story, 305,000-square-foot Central Park Tower. The Massachusetts-based real estate investment firm (AMEX:FSP) expects to complete the class A office building by mid-2010.

Other office and hotel space in the area at project called 575 Interlocken is on hold. Denver-based Urban Frontier couldn’t get the rents to support the office space

and funding for the planned 176-room NYLO hotel got caught up in Lehman Brothers’ bankruptcy.

The story is much the same for Urban Frontier’s proposed redevelopment of the Eads News and Golden Buff Lodge in Boulder. On hold are the company’s plans for 284,000 square feet of office and retail space on the site in partnership with local developer Lou DellaCava.

“With new office projects, it’s not just a lack of financing, it’s a lack of market demand,” DellaCava said. “We pick on the banks — and maybe they deserve it because of their own problems — but you can’t fault them for looking at you with a fish eye if you want to do a spec office project in this economy.”

In general, DellaCava said the lenders are requiring more money down. Instead of 85 percent financing, its 65 percent today.

“So you have to come up with 35 percent of your own money,” DellaCava said. “When you have to put in more capital with less leverage, there’s less return on capital.”

► See **Construction**, 20A

TOP 10 OFFICE LEASES IN BOULDER AND BROOMFIELD COUNTIES

(April 1 to June 30, 2009)

Tenant	Sqare Footage	Address	Listing / Selling Agency – Broker(s)
1 Vertis Inc.	20,715	4775 Walnut St., Boulder	Keys Commercial CB Richard Ellis
2 Northrop Grumman Systems Corp.	18,614	6075 Longbow Drive, Boulder	CB Richard Ellis - Ty Ritchie The Colorado Group Inc. - Susan Chrisman
3 PicoSecond Pulse Labs	13,500	2500 55th St., Boulder	W.W. Reynolds Cos. - Chad Henry Dean Callan & Co. - Becky Gamble and Ryan Blasdel
4 Bright Horizons	12,700	2655 W. Midway Blvd. No. 325, Broomfield	Keys Commercial New Option Partners
5 Urban Settlement Services	11,736	390 Interlocken Crescent, Broomfield	The Colorado Group Inc. - Chris Hansen CB Richard Ellis - David Hart
6 Atrato Inc.	11,581	331 S. 104th St. No. 110, Louisville	Keys Commercial Howard Ecker + Co.
7 Belt Collins Design Group	9,391	4909 Pearl East Circle, Suite 300, Boulder	W.W. Reynolds Cos. The Colorado Group Inc. - Audrey Berne
8 The Cadmus Group Inc.	7,000	1470 Walnut St., Boulder	Gibbons-White Inc. - Lynda Gibbons and Annie Lund Dean Callan & Co. - Hunter Barto
9 Clovis Oncology Inc.	5,844	2525 28th St., Suites 170,180, Boulder	Acquire Inc. - Paige Coker Heiman
10 Raymond James	5,401	1881 9th St., Suite 250 Boulder	Dean Callan & Co. - Becky Gamble and Hunter Barto UGL Equis - Aaron Chase

Source: Survey of commercial real estate firms

TOP 10 INDUSTRIAL LEASES IN BOULDER AND BROOMFIELD COUNTIES

(April 1 to June 30, 2009)

Tenant	Sqare Footage	Address	Listing / Selling Agency – Broker(s)
1 Photo Craft Laboratories Inc.	12,500	2901 55th St., Boulder	Wright Kingdom - Eric Rutherford Gibbons-White Inc. - Dan Ferrick & Chris Boston
2 ChromaDex	12,415	2830 Wilderness Place, Boulder	Rare Space Inc. The Colorado Group Inc. - Audrey Berne
3 Animal Care Equipment Services	9,985	3075 75th St., Boulder	The Colorado Group Inc. - Todd Walsh, Neil Littmann, Scott Reichenberg and Anya Allen Freeman Myre Inc. - Arn Hayden
4 Blue Poppy Enterprises Inc.	8,395	1990 57th Court, Unit A, Boulder	Freeman Myre Inc. - Arn Hayden The Colorado Group Inc. - Neil Littmann, Scott Reichenberg & Anya Allen Dean Callan & Co. - Becky Gamble and Hunter Barto
5 College Students Storage	6,093	1685 38th St., Boulder	Dean Callan & Co. - Becky Gamble and Hunter Barto
6 Beauty Beyond Belief	4,140	6595 Odell Place, Unit G, Boulder	The Colorado Group Inc. - Jim Fisher
7 McLean Forge & Welding	3,400	1779 Valtec Lane, Boulder	The Colorado Group Inc. - Tim Conarro, Danny Lindau and Jason Kruse
8 Sopris Development LLC	2,500	6420 Gunpark Drive, Boulder	Dean Callan & Co. - Becky Gamble
9 Guard Transmission	1,900	4699 Nautilus Court, No. 255, Boulder	The Colorado Group Inc. - Jim Howser and Jason Kruse
10 Sew Much Comfort Inc.	1,841	6655 Lookout Road, No. 101, Boulder	Dean Callan & Co. - Becky Gamble & Hunter Barto The Colorado Group Inc. - Valerie Chrisman

Source: Survey of commercial real estate firms

TOP 10 RETAIL LEASES IN BOULDER AND BROOMFIELD COUNTIES

(April 1 to June 30, 2009)

Tenant	Sqare Footage	Address	Listing / Selling Agency – Broker(s)
1 University Auto Parts Inc.	8,897	3550 Arapahoe Ave. No. 5, Boulder	W.W. Reynolds - Chad Henry Gibbons-White Inc. - Dan Ferrick and Chris Boston
2 Boulder Indoor Futsal	6,500	2775 Valmont Road, Boulder	Tebo Development Co. - James Dixon
3 Flatirons Bank	5,200	1095 Canyon Blvd., Boulder	Tebo Development Co.
4 Patty Ross	3,065	1909 9th St., Suites 120, 130, Boulder	Gibbons-White Inc. - Lynda Gibbons, Annie Lund, Angela Topel RE/MAX Alliance
5 Success Martial Arts	2,515	305 McCaslin Drive, Louisville	Dean Callan & Co. - Hunter Barto Sheldon Gold Realty - John Klassen
6 At the Beach	2,265	2905 Pearl St., Boulder	Regency Centers CB Richard Ellis - Michael Kelly, Matthew Henrichs and Stephen Markey
7 Bar Method of Boulder	2,240	2425 Canyon Blvd., Suite M, Boulder	Gibbons-White Inc. - Lynda Gibbons, Annie Lund, Angela Topel Wright Kingdom - Eric Rutherford
8 Relson Gracie Jujitsu	2,162	2095 30th St. Suite 2087, Boulder	Dean Callan & Co. - Dryden Dunsmore and Ryan Blasdel
9 LNL Inc.	1,906	1200 Pearl St., Suite 100, Boulder	Gibbons-White Inc. - Chris Boston
10 Pain Management	1,808	1909 Broadway, Boulder	Tebo Development Co. - James Dixon of Colorado

Source: Survey of commercial real estate firms

TOP COMMERCIAL PROPERTY SALES IN BOULDER AND BROOMFIELD COUNTIES

(April 1 – June 30, 2009)

Buyer	Address	Type	Price
1 UCAR	3375 Mitchell Lane, Boulder	Office	\$5,300,000
2 Industrial Research Land Leasing Corp.	1135 Broadway, Boulder	Merchandising	\$3,000,000
3 Great Western Bank	25 E. Ken Pratt Blvd., Longmont	Bank	\$2,700,000
4 ConocoPhillips Co.	9450 Paradise Drive, Louisville	Land	\$2,000,000
5 Great Western Bank	1020 W. Century Drive, Louisville	Bank	\$1,900,000
6 OSL Corp.	1575 Folsom St., Boulder	Restaurant	\$1,810,400
7 WSA Fraternal Life	2905 Baseline Road, Boulder	Apartments	\$1,750,000
8 1001 North Street LLC	1001 North St., Boulder	Medical	\$1,500,000
9 Langer Commercial Properties	4590 W. 121st Ave., Broomfield	Medical	\$1,400,000
10 Great Western Bank	5720 120th Ave. Broomfield	Bank	\$1,250,000
11 5200 Manhattan Circle LLC	5200 Manhattan Drive, Boulder	Merchandising	\$1,160,000
12 2333 13th Street LLC	2333 13th St., Boulder	Apartments	\$1,150,000
13 Great Western Bank	811 South Public Road, Lafayette	Bank	\$1,100,000
14 Animal Care and Health	8855 W. 116th Circle, Broomfield	Veterinary	\$975,000
15 CLW Properties	1210 Commerce St., Lafayette	Manufacturing	\$950,000
16 Tim Majors	1949 Pearl St. Suite C1 Boulder	Office	\$920,000
17 Arapahoe LLC	5472 Arapahoe Ave., Garage / Auto Boulder		\$893,800
18 Longview Investments LLC	101 Martin St., Longmont	Manufacturing	\$810,000
19 Jack in Box Inc.	Shops at Quail Creek, Broomfield	Restaurant	\$785,000
20 2575 Pearl Street LLC	2575 Pearl St., Suite 240 Boulder	Office	\$702,100

Source: Boulder and Broomfield counties public records

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CONSTRUCTION from 18A

Another one of DellaCava's projects is slowly moving ahead. The developer is working with the U.S. Housing and Urban Development Department to help with financing for his planned Residences at Twenty Ninth Street project — 240 apartment units on the northeast end of the retail district.

Funding from HUD is how Denver-based Milestone Development Group is moving ahead on construction of 254 apartment units called Prana at the new SoLa development in Lafayette.

"With Lafayette's largest employer, Exempla Good Samaritan Hospital, within walking distance, they believe

“Financing is tough, but if we had a build-to-suit, or a tenant for the majority of the building, then we'd be able to finance it.”

Dave Hagan

SENIOR VICE PRESIDENT,
PANATTONI DEVELOPMENT CO.

with us that the area needs new market-rate rentals," said Milestone owner Ken Kiken. The one- and two-bedroom units will rent for \$750 to \$1,250 a month, including access to a

5,500 clubhouse, pool and fitness center. The first residents are expected to move in by spring 2010.

Back in Boulder, local developer Bruce Dierking has three projects he

is working on via partnerships — one is on hold, two are slowly moving ahead.

"Definitely the credit freeze-up has caused us to slow down," Dierking said. He criticized new appraisal and bank guidelines being required by regulators as stifling access to credit. Appraisals are coming in low or under cost, he said, making funding difficult.

Plans to redevelop the North Boulder Armory along with local developer Jim Loftus are on hold. The pair have an option to purchase the eight-acre property, but can't muster the financing for the proposed mixed-use project.

Still, Dierking is moving cautiously ahead with some longer-term projects such as redeveloping 4.3 acres of properties purchased along Baseline Road and U.S. 36. The plan is to honor the leases on the existing properties through 2010 and 2011, and afterward hope that the economy is improved enough for new retail, office and lodging.

Dierking also is "moving forward, but a slower pace" on redeveloping the former RTD parking lot at Pearl and Foothills parkways into a mixed-use, light industrial center called Pearl Parkway Center with 52,443 square feet of research and development, retail and restaurant space.

"We need to prelease a good portion of that project, before moving ahead," he said.

The struggle to find tenants also is slowing down a proposed retail project across from the Wal-Mart Supercenter in northern Longmont. Local developer David Chaknova has 10 acres available at a project called Ute Crossing with the possibility for 60,000 to 80,000 square feet of retail.

"Retailers aren't able to commit," Chaknova said.

It's just not for-profit companies that are moving slow with real estate, non-profits are finding the environment difficult too. Etown, the national public radio program of music and conversation, wants to build a Boulder home, complete with a community listening room and recording studios.

It's been an upward climb for hosts Nick and Helen Forster, but they're slowly making progress. The non-profit purchased the 16,000-square-foot former church building at 1535 Spruce St. and recently received a City of Boulder economic incentive of up to \$50,000 in rebates on their building fees. Now comes the hard part — securing financing for the redevelopment, which could cost \$2.5 million to \$3 million.

"In this lending environment, it's heartening to know there are still financing options that remain available to us," Nick Forster said. Etown just needs to raise more money through donations to help secure the financing, he said. If that comes through, the project could get under way in late 2009.

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COMMERCIAL REAL ESTATE BROKERAGES

(Brokerages ranked by total square footage leased and sold in Boulder & Broomfield counties in 2008.*)

RANK	PREV. RANK	Company Address Phone/Fax	Total sq. ft. leased 2008 Total sq. ft. sold 2008 Total sq. ft. brokered 2008	Office sq. ft. leased 2008 Office sq. ft. sold 2008	Industrial sq. ft. leased 2008 Industrial sq. ft. sold 2008	Retail sq. ft. leased 2008 Retail sq. ft. sold 2008	Largest lease/sale 2008	Person in Charge Title	Headquarters Year Founded Web site
1	2	THE COLORADO GROUP INC. 3434 47th St., Suite 220 Boulder, CO 80301 303-449-2131/303-449-8250	921,772 2,340,532 3,262,304	370,360 187,538	497,971 312,742	40,217 35,988	\$13,450,000.00	Danny Paul Lindau President	Boulder 1984 www.coloradogroup.com
2	3	COLORADO & SANTA FE REAL ESTATE CO. 2400 Industrial Lane, Suite 2100 Broomfield, CO 80020 303-466-2500/303-464-9724	453,607 1,124,861 1,578,468	99,678 597,967	267,824 198,444	86,105 328,450	424, 279 sq. ft.	Sharon Eshima and Marcel Arseneault President and Chairman and CEO	Broomfield 1984 www.coloradosantafe.com
3	5	CB RICHARD ELLIS INC. 4600 S. Syracuse St., Suite 100 Denver, CO 80237 720-528-6300/720-528-6333	1,019,410 402,929 1,422,339	514,494 252,929	481,669 150,000	23,247 0	11575 Main Street - sale	Rick Calhoun Lee Senior Managing Director	Denver 1906 www.cbre.com/denver
4	NR	DEAN CALLAN & COMPANY INC. 1510 28th St., Suite 200 Boulder, CO 80303 303-449-1420/303-440-6621	560,124 509,328 1,069,452	227,427 86,171	319,694 423,157	13,003 0	Lease: 1800 Nelson - 152,218 sf / Sale: 6400 Arapahoe - 9.37 acres	Becky Callan Gamble President	Boulder 1963 www.deancallan.com
5	1	GIBBONS-WHITE INC. 2305 Canyon Blvd., Suite 200 Boulder, CO 80302 303-442-1040/303-449-4009	820,000 80,000 900,000	160,000 70,000	135,000 0	45,000 3,000	478,000 land lease	Lynda Gibbons Managing Broker and President	Boulder 1986 www.gibbonswhite.com
6	10	ACQUIRE INC. 1155 Canyon Blvd., Suite 110 Boulder, CO 80302 303-448-1400/303-998-1400	150,000 461,000 611,000	119,000 102,000	6,100 34,000	11,000 800	300,751	Paige Coker Heiman Founding and Managing Broker and President	Boulder 2004 www.insideacquire.com
7	4	THE CAMPUS AT LONGMONT 1375 Ken Pratt Blvd., Suite C Longmont, CO 80501 303-647-4011/303-647-4012	518,195 62,246 580,441	518,195 62,246	0 0	0 0	152,218	Kory Cash General manager and Property Manager	Denver 2005 www.thecampusatlongmont.com
8	9	FREDERICK ROSS CO. 717 17th St., Suite 2000 Denver, CO 80202 303-892-1111/303-892-6338	462,863 74,771 537,634	397,417 12,525	65,446 62,246	0 0	lease @ 1800 Nelson 152,218 SF	John P. Box CEO	Denver 1888 www.frederickross.com
9	13	NEWOPTION PARTNERS 1007 Pearl St., Suite 200 Boulder, CO 80302 303-998-1100/303-998-1140	505,639 1,600 507,239	75,639 1,600	430,000 0	0 0	400,000	Aaron Evans and Paul R. Whiteside Partners	Boulder 2002 www.newoptionpartners.com
10	NR	MARCUS & MILLICHAP 1225 Seventeenth Street, Suite 1800 Denver, CO 80202 303-328-2000/303-328-2010	0 440,872 440,872	0 32,750	0 0	0 61,518	\$22,850,000	Adam Christofferson Vice President/Regional Manager	Denver N/A www.marcusmillichap.com
11	6	FREEMAN MYRE 6800 N 79th St., Suite 200 Niwot, CO 80503 303-827-0020/303-827-0022	156,007 114,630 270,637	75,505 N/A	85,502 114,634	0 0	20.6 acres in Louisville	Andrew Freeman and Gary Myre Owners	Niwot 2000 www.freemanproperty.com
12	15	GRUBB & ELLIS 1401 Wynkoop, Suite 300 Denver, CO 80202 303-572-7700/303-572-7722	230,478 0 230,478	137,146 0	89,167 0	4,165 0	69,676 at 1800 Pike Road	Mark Ballenger Executive Vice President, Managing Director	Santa Clara, CA 1958 www.grubb-ellis.com
13	11	TEBO DEVELOPMENT CO. 1590 Broadway Boulder, CO 80302 303-447-8326/303-447-0206	187,501 N/A 187,501	28,545 N/A	88,181 N/A	70,175 N/A	19,000 sq. ft. leased.	Stephen D. Tebo Owner	Boulder 1972 www.tebodevelopment.net
14	NR	CHRISMAN COMMERCIAL 864 W. South Boulder Road, Suite 200 Louisville, CO 80027 303-938-8200/303-938-8201	88,393 0 88,393	31,518 0	56,875 0	0 0	N/A	Steven Chrisman Manager	Louisville 1998 www.chrismancommercial.com
15	17	VALENTINER & ASSOCIATES 4735 Walnut St., Suite 150 Boulder, CO 80301 303-443-9342/303-443-1252	5,000 N/A 5,000	5,000 N/A	N/A N/A	N/A N/A	N/A	Sheri Valentiner N/A	Boulder 1986 www.valentinerrealty.com
NR	NR	AVANTI COMMERCIAL REAL ESTATE 1111 Pearl St., Suite 201 Boulder, CO 80302 303-444-1439/866-306-2571	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Darrin Harris Frisby N/A	Boulder 2006 www.avanticre.com
NR	NR	COLDWELL BANKER COMMERCIAL RESI One Continental View Boulder, CO 80303 303-494-4900/440-388-9212	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Mark Van Ark Broker, Owner	Boulder 1998 www.vanark.com
NR	NR	CRESA PARTNERS 7979 East Tufts Ave. Parkway, Suite 810 Denver, CO 80237 303-228-0800/303-813-1639	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Phillip Infelise and Marc Lunde Managing Principal	New York 1985 www.cresapartners.com
NR	NR	FLATIRON PARK COMPANY 5540 Central Ave. Boulder, CO 80301 303-442-6995/303-442-0265	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Dick Hedges Vice president	N/A 1968 www.flatironpark.com
NR	NR	GUIDANCE CORPORATE REALTY ADVISORS 5330 Manhattan Circle, Suite G Boulder, CO 80303 303-442-5400/303-545-6581	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Norman DeHart Principal	Boulder 2006 www.guidancebrokers.com
NR	8	IRWIN & HENDRICK LTD. 2299 Pearl St., Suite 400 Boulder, CO 80302 303-444-9771/303-442-6852	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Dan Hendrick Owner	Boulder 1976 www.irwinandhendrick.com
NR	NR	KEYS COMMERCIAL REAL ESTATE 1919 14th St., Suite 800 Boulder, CO 80302 303-447-2700/303-447-1150	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Geoffrey E. Keys Principal	Boulder 1983 www.keys-commercial.com
NR	16	MAGI REAL ESTATE SERVICES 1921 Corporate Center Circle, Suite 3-A-1 Longmont, CO 80501 303-301-5408/303-682-4104	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Steven Holcomb N/A	San Antonio, TX 1992 www.magirealestate.com
NR	14	PRIME REAL ESTATE SERVICES LLC 2919 W. 17th Ave., Suite 204 Longmont, CO 80503 303-682-0150/303-682-9747	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Nelson Miner President	Longmont 1993 www.primereservices.com
NR	NR	PRUDENTIAL ROCKY MOUNTAIN REALTORS 275 S. Main St., Suite 100 Longmont, CO 80501 303-772-2222/303-772-1377	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Dave Arguijo Executive Vice President	Longmont 1992 www.prudentialrockymountain.com
NR		REALTY NOVA OF COLORADO LLC 1007 Pearl St., Suite 270 Boulder, CO 80302 303-440-6057/720-565-1914	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	David Chaknova President	Boulder 1988 www.novainvest.com
NR	7	JONES LANG LASALLE ^① 1125 17th St., Suite 1420 Denver, CO 80202 303-572-1800/303-572-0914	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	Eric Brynestad and Ken Gooden Senior Associate, Senior Associate and Vice president	Chicago 1939 www.joneslanglasalle.com
NR	12	THE W.W. REYNOLDS COMPANIES INC. 1800 Broadway, Suite 210 Boulder, CO 80301 303-442-8687/303-442-8757	N/A N/A N/A	N/A N/A	N/A N/A	N/A N/A	N/A	William (Bill) Wencel Reynolds Owner	Boulder 1965 www.wvreynolds.com

N/A: Not available.
Includes companies in Denver that have a significant presence in Boulder and Broomfield counties.
Trammel Crow Co., ranked No. 5 on last year's list, was acquired by CB Richard Ellis in December, 2006.
① Formerly The Staubach Co.

SOURCE: BUSINESS REPORT SURVEY
RESEARCHED BY Beth Edwards



BUSINESS PARKS

(Parks in Boulder & Broomfield counties ranked by developed space in square feet.)

RANK	PREV. RANK	Business Park Location	Developed space in square feet Developed space at 100% build out	Developed space: Industrial Developed space: Warehouse Developed space: Office	Rent per sq. ft.	Principal tenants	Leasing agent and phone	Developer's name and phone number	Year building begun Year renovated Web site
1	NR	GUNBARREL BUSINESS PARK 6285 Lookout Road Boulder, CO 80301	5,567,000 N/A	N/A N/A N/A	N/A	Covidien, Lockheed Martin, Celestial Seasonings, Leanin' Tree, Crispin Porter & Bogusky	N/A	N/A	N/A N/A N/A
2	1	INTERLOCKEN ADVANCED TECHNOLOGY PARK U.S. 36 & Flatiron Circle Broomfield, CO 80021	5,200,000 9,800,000	0% 0% 100%	\$8-\$15 NNN	Sun Microsystems, Ball Corp., Level 3, Hunter Douglas, Corporate Express, ESRI, Gaiam, Leopard, MWH Global, McKesson HBOC, Vail Resorts, Inc., Sirenza Microdevices	David Hart, 303-843-1918; Chris Phenicie, 303-843-1917	W.P. Carey, Brent Carrier 212-492-1100	1984 N/A N/A
3	2	COLORADO TECHNOLOGY CENTER Dillon Road & 96th Street/Highway 42 to CTC Blvd. Louisville, CO 80027	2,275,000 4,500,000	40% 10% 50%	\$9.50-\$11.50 (R&D); \$7.00-9.00 (warehouse)	Inovonics, Praxair, Starsys Space Dev., Pasta Fresca, ITW Industrial Finishing, Sanmina, Coherent Technologies Inc., Vaisala, Umpqua Feather Merchants	The Colorado Group Inc., 303-449-2131 ext. 121	Multitple Developers	1980 N/A www.coloradotechcenter.com
4	3	FLATIRON PARK COMPANY 5540 Central Ave. Boulder, CO 80301	2,100,000 2,100,000	15% 10% 75%	\$5.50-\$12.50 NNN	Polycorn, Qwest, Merck, Tandberg Data, Elevations Credit Union, Nite Ize, Perseus/Westview Press	Dick Hedges, 303-442-6995	Flatiron Park Co. 303-442-6995	1968 N/A www.flatironpark.com
5	4	THE CAMPUS AT LONGMONT 1375 Ken Pratt Blvd. Longmont, CO 80502	1,440,190 1,470,190	60% 15% 25%	\$6.50-\$12.00 NNN	Displaytech, Texas Instruments, nSpire Health, National Semiconductor, Matheson Tri-Gas, Array BioPharma, Front Range Community College, RidgerviewTel LLC	Frederick Ross (Scott Garel, 303-892-1111); Becky Callan Gamble (303-449-1420)	Circle Capital, Kory Cash, 303-647-4011	1978 N/A N/A
6	5	CENTENNIAL VALLEY BUSINESS PARK U.S. 36 & McCaslin Boulevard Louisville, CO 80027	1,300,000 3,000,000	0% 0% 100%	\$15	Ohmeda, HBOC, Rairdance Communications, CableLabs, Bank One, Bank of Louisville	Jeffrey G. Sheets, 303-758-3500	Koelbel & Co., 303-758-3500	1985 2002 N/A
7	7	BOULDER COUNTY BUSINESS CENTER 1601 Dry Creek Drive Longmont, CO 80503	553,000 553,000	30% 10% 60%	\$5-\$10 NNN	Intrado, Sun, DigitalGlobe, Honda	Frank Kelley, 720-528-6344	Koll Bren Schreiber Realty Advisors (303) 776-6169	1997 N/A N/A
8	8	MOUNTAIN VIEW CORPORATE CENTER 12002-12303 Airport Way Broomfield, CO 80021	460,660 460,660	0% 0% 100%	\$13-\$15 NNN	WhiteWave Foods, Zoll Data Systems, Ball Corp.	David Hart, 303-843-1918; Chris Phenicie, 303-843-1917	Legacy Partners Commercial 303-296-9441	1999-2001 N/A N/A
9	9	CLOVER BASIN BUSINESS PARK N. 75th Street and Nelson Drive Longmont, CO 80501	450,000 1,200,000	50% 0% 50%	None available for lease.	Seagate Technology	Sam Whitaker	Western Property Advisors, 303-469-4200	2000 N/A N/A
10	10	PEARL EAST BUSINESS PARK 4780-4990 Pearl East Circle Boulder, CO 80301	448,113 448,113	0% 0% 100%	Varies.	Univ. of Colorado, Unitime Systems, Social Security, Alion MA&D, Gold Systems	Jeff Wingert, 303-442-8687	Bill Reynolds W.W. Reynolds (303) 442-8687	1989 1995 N/A
11	11	ELDORADO RIDGE 11001 W. 120th Ave. Broomfield, CO 80021	326,000 326,000	0% 0% 100%	\$13-\$15	HQ Global Workplaces, Health Inventures	David Hart, 303-843-1918; Chris Phenicie, 303-843-1917	Caitlin Properties, 303-925-0500	1998-2001 N/A N/A
12	12	LAFAYETTE CORPORATE CAMPUS Campus and Crescent Drives Lafayette, CO 80026	283,107 292,264	0% 0% 100%	\$12 NNN	Logicon, Dharmacon, Composite Technology Development, Benjamin West, Logicon, Meretek Diagnostics, DoubleClick, Westcon	Barbara Myers, 303-629-5212	Etkin Johnson Group, 303-629-5212	2004 N/A www.lafayettecorporatecampus.c
13	13	LAKECENTRE BUSINESS PARK Airport Avenue Boulder, CO 80301	276,437 276,437	0% 0% 100%	Varies.	Amgen, Cisco Systems, Engenio, New Frontier Media	Chad Henry, 303-442-8687	W.W. Reynolds 303-442-8687	1990 2001 N/A
14	14	CREEKSIDE BUSINESS PARK 1921 Corporate Center Circle, Bldg. 3 Longmont, CO 80501	258,000 600,000	20% 0% 80%	\$12 NNN	Mentor Graphics, Emulex, Tetra Tech, PharMerica, Sangat Precision, Breakthrough Management, LSI Storage Peripherals, Analog Devices, Intel	Steven Holcomb, 303-301-5408	MAGI Real Estate, 303-301-5408	1999 N/A N/A
15	15	BOULDER TECH CENTER/MONARCH PARK 6309 Monarch Park Place Longmont, CO 80503	210,000 245,000	70% 0% 30%	\$13 NNN	Brooks Automation, Vapor Technologies, Sunrise Medical Colorado, Crocs, Veris, Thule Organization Solutions, Peak Data, Dynamic Design & Mfg., PTA Corp.	Multiprop Inc., 303-530-5398	Andrew Unkeefe, 303-530-5398	1995-2000 N/A N/A
16	16	TIERRA BUSINESS PARK CENTRE 4720-4777 Walnut St. Boulder, CO 80303	207,768 207,768	0% 0% 100%	\$9-\$11.50	Star Power Systems, Educause, CorrLogic, C.U. Foundation, Space Science	Jeff Wingert, 303-442-8687	W.W. Reynolds, 303-442-8687	1990 N/A www.wwreynolds.com
17	17	COAL CREEK BUSINESS PARK 826, 858, 867 Coal Creek Circle Louisville, CO 80027	202,243 202,243	0% 0% 100%	\$17 NNN	Medtronics, CableLabs, 360 Networks	Richard Damm, 303-220-0900	Trammel Crow Co., Doug Snyder, 303-220-0900	2001 N/A www.ludvik.com
18	18	LONGMONT INDUSTRIAL FACILITY 120 Ninth Ave. Longmont, CO 80501	196,057 196,057	87% 0% 13%	\$1.95-\$3.95 NNN	Circle Graphics, Longmont SportsWarehouse, A-Window Grate, Precision	Colorado & Santa Fe Real Estate Co., 303-466-2500	N/A	1940 N/A N/A
19	19	LAFAYETTE TECH CENTER 1665 Coal Creek Drive Lafayette, CO 80026	176,000 500,000	5% 5% 90%	\$8-\$12 NNN	DataTrax, Boulder Nonlinear, Buffalo Supply, Siemens Corp., Hart Interactive	Dave Schneller, 303-665-0515	Dave Schneller 303-665-0515	1992 Ongoing N/A
20	20	BOULDER TECH CENTER 6500 Dry Creek Road Boulder, CO 80301	169,596 438,000	70% 0% 30%	\$14-\$18 NNN	Vapor Technologies, Helix Technology, Case Logic	303-892-1111	Multiprop Inc. Andrew Unkeefe 303-530-5398	1998 1999-2000 N/A
21	21	SUPERIOR POINTE 1000 & 1100 McCaslin Blvd. Superior, CO 80027	150,000 150,000	0% 0% 100%	\$10-\$12 NNN	Key Equipment Finance, TransFirst Holdings, Idris Communications	Chris Ball, 303-312-4280	Superior Pointe 1000 LLC	1999 N/A N/A
22	22	PARKWAY CENTER 710 Ken Pratt Blvd. Longmont, CO 80501	122,000 122,000	0% 0% 100%	\$9-\$20 NNN	Big Lots, Subway	Gibbons-White Inc., 303-442-1040	N/A	1975 N/A N/A
23	23	SKYWAY CORPORATE CENTER 8810-8835 W. 116th Circle Broomfield, CO 80021	103,720 103,720	0% 50% 50%	\$10.25 NNN	Trendwest, Dal-Tile, RMBC, Lafuma, Rocky Mountain Bakery, Starbucks	Tim Rogers, 303-220-5565	First Industrial Trust Graham Riley, 303-220-5565	2002 N/A www.firstindustrial.com
24	24	THE POINT 1 & 2 6400 Lookout Road Gunbarrel, CO 80301	102,292 102,292	0% 0% 100%	\$12.78-\$14.45	BI Inc.	The O'Connor Group, 303-443-4575	The O'Connor Development (303) 443-4575	N/A N/A N/A

Commercial Vacancy Rates			
Tracked by Xceligent Inc.			
Second quarter 2009			
Type	Total (sq. ft.)	Vacant (sq. ft.)	Vacancy Rate
Boulder			
Office	8,457,649	1,000,472	11.8%
Flex	5,892,219	315,123	5.3%
Industrial	4,353,911	562,493	12.9%
Broomfield			
Office	2,577,616	498,238	19.3%
Flex	1,543,879	199,081	12.9%
Industrial	3,183,800	282,627	8.8%
Lafayette			
Office	231,204	16,770	7.3%
Flex	909,983	154,954	17%
Industrial	748,948	59,081	7.9%
Longmont			
Office	797,351	61,655	7.7%
Flex	8,354,954	641,634	7.7%
Industrial	6,262,044	435,593	6.9%
Louisville			
Office	1,134,489	179,964	15.9%
Flex	2,565,155	437,978	17.1%
Industrial	2,423,884	32,000	1.3%
Superior			
Office	151,342	22,024	14.6%
Flex	91,570	4,800	5.2%
Grand Total			
Office	13,349,651	1,779,123	13.3%
Flex	19,357,760	1,528,596	7.9%
Industrial	16,972,587	1,342,994	7.9%

Buildings larger than 10,000 square feet

Commercial Vacancy Rates			
Tracked by CB Richard Ellis			
Second quarter 2009			
Type	Total (sq. ft.)	Available (sq. ft.)	Vacancy Rate
Boulder			
Office	5,549,211	799,086	14.4%
Industrial	14,129,199	1,455,307	10.3%
Longmont			
Office	974,909	143,312	14.7%
Industrial	6,088,275	1,473,362	24.2%

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

Commercial Vacancy Rates			
Tracked by Economic Developers			
Second quarter 2009			
Type	Total (sq. ft.)	Available (sq. ft.)	Vacancy Rate
Broomfield			
Office	5,933,048	739,601	12.5%
Industrial and Flex	4,897,749	485,248	9.9%

Source: Broomfield Economic Development Corp.

Longmont			
Office, flex and industrial	8,507,589	1,234,954	14.5%

Source: Longmont Area Economic Council (includes city of Longmont plus surrounding unincorporated areas of Boulder and Weld counties).

NONPROFIT NETWORK

FUNDRAISER

Whole Foods Market Broadway is hosting a fundraiser for **Veteran Green Jobs**, a non-profit that provides veterans jobs in the green economy, from 3 to 7 p.m. on Saturday, Aug. 29 at Whole Foods Market Broadway, 1651 Broadway St. in Boulder. This party on the parking lot will feature local bands Strange Condition and Rob Drabkin. Admission to the concert will be free, with food, beer, wine and other beverages available for sale. All beverage sales will be donated to Veterans Green Jobs. For more information, call Shaya Mercer at 917-971-6345.

The **Boulder County CROP Hunger Walk** will be held at 2 p.m. on Sunday, Oct. 18 in Longmont. The 10K walk will start and finish at Westview Presbyterian Church, 1500 Hover Road. Walkers of all ages can participate with their faith community, business, family or as individuals. Money raised from the event will help fight global hunger and poverty. To sign up, contact Suzanne Dysard at 303-530-0411 or e-mail cropwalksuz@att.net.

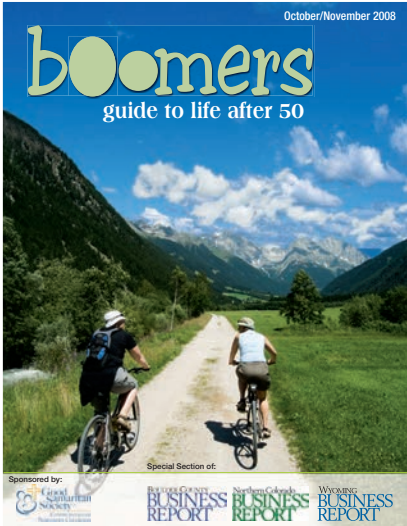
GOOD DEEDS

The **Boulder Valley School District** is changing school lunches from canned and processed food to fresh and made from scratch. The Boulder community can support the initiative by participating in Whole Foods Market's coupon program by donating at the check-out with \$1 and \$5 coupons available at the register. To date, the five Boulder County Whole Foods Markets have matched donations for the program and raised more than \$67,000.

Accera Inc. in Broomfield is launching its Lost and Found campaign, an online initiative whereby each visit to www.lostandfoundcampaign.com prompts a \$1 donation by Accera to support the Alzheimer's Foundation of America.

GRANTS

The **Caring for Colorado Foundation** has provided **RSVP of Boulder County** a \$20,000 grant to support RSVP's Medical Mobility program, transportation options for seniors and the disabled.



Boomers: Guide to life after 50 features editorial content and research-driven lists aimed directly at consumers over 50.

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BUSINESS DIGEST



COURTESY BALL AEROSPACE & TECHNOLOGIES

Ball Aerospace & Technologies Corp. in Boulder has completed environmental testing for the WorldView-2 remote sensing satellite built for DigitalGlobe Inc. WorldView-2 is the third satellite Ball Aerospace has built for Longmont-based DigitalGlobe's constellation of commercial remote sensing satellites. The satellite is scheduled to launch Oct. 6 from Vandenberg Air Force Base, Calif.

BRIEFS

A new leads group, **Fast Forward Leads-Boulder**, is forming and accepting members. The group plans to meet twice a month. To submit a request to join go online at www.fastforwardgroup.com

Broomfield-based **Accera Inc.**, a biotechnology company, has published a scientific paper in the peer-reviewed journal *Nutrition & Metabolism*. The paper, entitled "Study of the ketogenic agent AC-1202 in mild to moderate Alzheimer's disease: a randomized, double-blind, placebo-controlled, multicenter trial" suggests that daily administration of AC-1202 (Axona) can help improve cognition and memory in patients with mild-to-moderate Alzheimer's disease.

Denver-based **Integra Telecom Inc.** is offering Broadband Internet in Boulder, Fort Collins, Denver and Colorado Springs. The new product offers Internet access designed to accommodate small- and medium-size businesses. The service combines the bandwidth potential of Integra's metropolitan network infrastructure with two phone-grade

copper lines to deliver download speeds of 5, 15 and 25 Mbps and upload speeds of up to 2 Mbps.

Houston-based Standard Renewable Energy, with offices in Boulder and Denver, has completed solar installations on several **town of Superior** facilities including the Town Hall, Parks & Recreation building, Coal Creek Fire Station and the North and South pools. These systems will generate 56,524 kilowatt-hours of renewable energy and offset more than 109,000 pounds of carbon emissions yearly. The town of Superior spent \$96,925 to install the photovoltaic systems.

Volk & Bell Benefits LLC, an employee benefit agency in Northern Colorado, has joined United Benefit Advisors, an alliance of the nation's independent benefit advisory firms. Volk & Bell Benefits LLC has three agency offices, two in Fort Collins and one in Longmont, and employs 32 people. The agency provides insurance services, including employee benefits programs for a wide variety of industries.

CONTRACTS

Boulder-based **Snikiddy**, a maker of Snikiddy Snacks will provide samples of its all-natural snacks to San Diego-based **Stroller Strides'** clients. Stroller Strides creates exercise programs for new moms and babies.

Justin's, a Boulder-based all-natural and organic nut butter producer, has reached a deal to be carried by Wegmans Food Markets Inc., servicing the Mid-Atlantic states. Wegmans is a 73-store supermarket chain with stores in New York, Pennsylvania, New Jersey, Virginia and Maryland.

Boulder Book Store is offering gifts from **Boulder's Best Organics**, a provider of organic and eco-friendly gifts from Boulder companies.

The Center for American Progress, a political think tank, has selected Boulder-based LogRhythm's flagship product to protect sensitive data against frequent online attacks. The LogRhythm integrated log and event management solution continuously monitors activity across CAP's network — firewalls, Web servers and e-mail servers, to detect and alert on potential security threats as well as operational problems that can lead to down time.

Boulder-based **Maiberry** has hired Boulder-based **Mocapay Inc.** to increase Maiberry's mobile-marketing efforts for its frozen yogurts, smoothies and juices. Mocapay will provide promotional events and mobile-device text campaigns Maiberry's customers.

Lafayette-based **The Creative Alliance**, a strategic marketing, public relations and design firm, has been retained by **Inglentions** in Boulder to provide strategic planning, branding and marketing tools including video production and a Web site. Inglentions develops basketball training products designed to improve shooting accuracy for basketball players ages 12-18.

Health-care provider Iowa Health System has adopted use of the entire portfolio of **Covidien LTD's** oxygen-monitoring products. Covidien's operation in Boulder developed the Nellcor line of products that monitors oxygen levels in a patient's blood.

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



The Colorado Optometric Association named **Roger Trudell** its 2009 Optometrist of the Year. Trudell is co-owner of Longmont Vision Center in Longmont. The association also named **Lindsay Wright** of Carbon Valley Eye Care in Firestone as Young Optometrist of the Year and **Gina Gabriel** of Boulder Valley Vision Therapy in Boulder as Keyperson of the Year.

SHIFT, a branding and marketing firm based in Boulder, received "2009 Best of Longmont" ad-agency award from the U.S. Commerce Association for its brand and marketing achievements. The annual award recognizes the achievements of local businesses throughout the country.

Boulder-based **Parascript LLC's** SignatureOnline was awarded best performance for online signature verification at the 10th International Conference on Document Analysis and Recognition in Barcelona, Spain. Parascript was among 12 participants from eight countries representing a total of 15 online signature verification systems. SignatureOnline delivered the lowest equal error rate at 2.85 percent. The next best rate from a competitor was 8.33 percent.

Crestone Capital Advisors LLC, a wealth-advisory firm based in Boulder, was recognized by *Wealth Manager* magazine for the fifth straight year as one of the country's top investment advisory firms. Crestone ranked No. 28 out of 407 firms.

Lawyers in America has named **Holland & Hart LLP**, with offices in Boulder, the top natural resources firm in the country and the top full-service firm in Colorado and Wyoming, including recognition as No. 1 in more than 100 additional areas. The publication has also listed 106 Holland & Hart attorneys in its 2010 edition of leading lawyers, with more of the firm's attorneys listed than in any of the years past. The publication also named Daniel F. Shea and Cole Finnegan of Hogan & Hartson LLP's Boulder office as Best Lawyers in America 2010.

The leading technology for prostate surgery. Now in Boulder.

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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.

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Urologists offering robot-assisted surgery at BCH:

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- Sam Melouk, MD, 303-444-9000

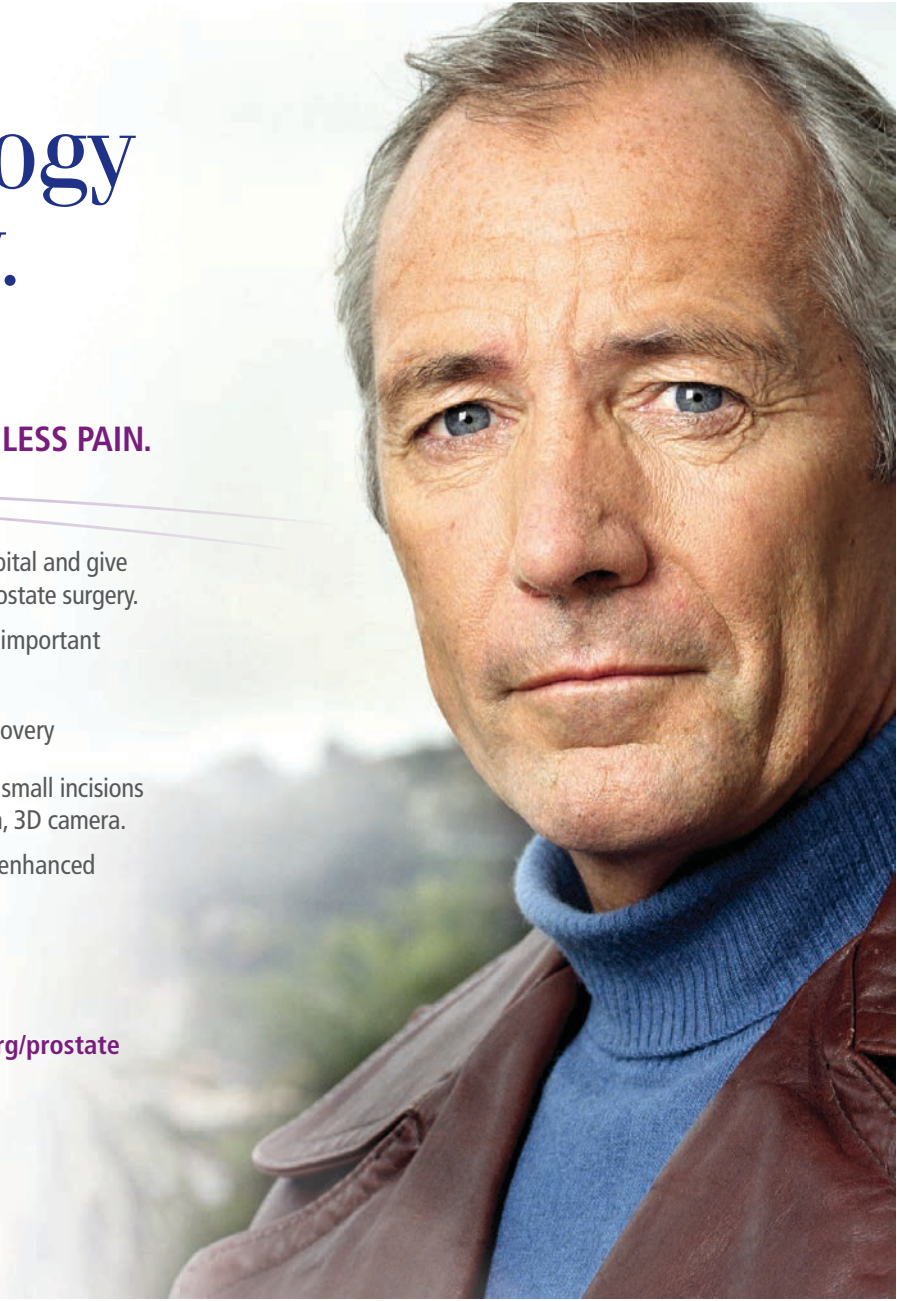
To learn more about this break-through technology, please visit www.bch.org/prostate



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CALENDAR

August

21 The Coal Creek Community Theater presents **Front Range Playwrights' Showcase** from 7 to 10 p.m. at Louisville Center for the Arts, 801 Grant Ave. in Louisville. Admission is \$5.00. For more information, call Linda Orr at 303-665-0955 or e-mail Linda.orr@ccctheater.org.

22 The **Artists' Guild of Boulder** is hosting an all day fundraiser at 3116 47th St. in Boulder. For more information, e-mail artistsguildofboulder@gmail.com.

The Lafayette Chamber of Commerce presents the **Lafayette Peach Festival** from 9 a.m. to 4 p.m. on S. Public Road in Lafayette. Along with 30,000 pounds of fresh peaches from Morton's Certified Organic Orchards, there will be an art and crafts show, blood drive, entertainment and festivities for the family. For more information, go to www.lafayettecolorado.com.

25 The Lafayette Chamber is hosting a **Business After Hours** from 5 to 7 p.m. at Smashburger, 2755 Dagny Way in Lafayette. Admission is \$10 in advance and \$12 at the door. For more information, call 303-666-9555 or e-mail info@lafayettecolorado.com

Simple Solar is hosting a workshop **Simplifying Solar and ClimateSmart** from 6:45 to 7:45 p.m. at the Lafayette Public Library, Lower Level Meeting Room, 775 W. Baseline Road in Lafayette. For more information, call 303-541-1503.

Longs Peak Networking Organization will host the **Diamond Career Expo** from 10 a.m. to 4 p.m. at the Fellowship Center at the LifeBridge Christian Church, 10345 Ute Highway in Longmont. The expo covers job-search strategies, resume development, networking and career planning. There will be a variety of workshops and speakers from regional work force centers, community organizations and career coaches. Keynote speaker at 10 a.m. will be Mark Hoog, who has spent his career providing command and leadership training to airline crews from around the world including China, New Zealand, Russia the U.S. Military and FAA. Cost: Free.

26 The Longmont Chamber presents **Never Sell Ice to Eskimos: A practical program on powerful prospecting** from 8 a.m. to noon at the Radisson Conference Center, 1850 Industrial Circle in Longmont. Admission is \$45 for nonmembers. For more information, call Tracy Taylor-Sea at 720-864-

2872 or e-mail ttaylorsea@longmontchamber.org.

The **Safehouse Progressive Alliance for Non-violence** is hosting a seminar Domestic Violence & Social Justice Issues from 5 to 7 p.m. at SPAN Outreach Center, 835 North St. in Boulder. A suggested donation is \$10. To RSVP, call 303-449-8623 ore-mail nancy@safehousealliance.org

27 **Avista Adventist Hospital** is hosting a free seminar on spine problems and treatment at 11 a.m. in the Spicer Room at Avista Adventist Hospital, 100 Health Park Drive in Louisville. To register, call 303-661-4310.

The Broomfield Chamber is hosting a **Business After Hours** at 5 p.m. at Troy Centre, 2095 West 6th Ave. in Broomfield. Get to know your fellow business owners, enjoy food and beverage compliments of various Chamber member restaurant and food vendors. Member pre-registration is \$10 and \$15 at the door. Nonmember registration is \$30. For more information, call 303-466-1775 or go to www.broomfieldchamber.com/event_registration.php?ID=546.

Louisville Chamber of Commerce is hosting a **Business After Hours** from 5 to 7 p.m. at the Empire Lounge & Restaurant at 816 Main St. in Louisville. Cost is \$10. R.S.V.P. by Aug. 25. To register call 303-666-5747.

28 Oskar Blues is hosting its **Beer with Ball's Golf Tournament** at 1:30 p.m. at Twin Peaks Golf Course, 1200 Cornell Drive in Longmont. Denver-based Love, Hope, Strength foundation is the beneficiary of this year's tournament. For more information, go to www.lovehopestrength.org. To become a sponsor or place a team in Beer With Balls, golfers should contact Wendy Weathers at our Longmont brewery at 303-776-1914 or wendy@oskarblues.com.

September

2 The **Stoll Foundation for Holistic Health** is hosting a free mini-seminar Compassionate Communication from 7 to 8:30 p.m. at 5000 Butte St in Boulder. For more information, call 303-527-2886, e-mail info@stollfoundation.org or go to <http://www.meetup.com/Holistic-Health-Meetup-Group>.

3 The OUR Center is hosting its **Center Charity Golf Classic** at 8 a.m. at Ute Creek Golf Course, 2000 Ute Creek Drive in Longmont and at 1 p.m. at Fox Hill Country Club, 1400 E. Colorado Highway

119 in Longmont. For information on registration or sponsorship prices, call Elaine at 303-772-5529 or e-mail Elaine@ourcenter.org or go to www.ourcenter.org/Events.

The **CU Buff Kick Off Lunch** co-hosted with the Boulder Chamber will be from 11:30 a.m. to 1:30 p.m. at University of Colorado at Boulder, Balch Field House on the CU Campus. For more information call CU Events at 303-492-5497 or register at www.cubuffs.com/events.

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.

The **Boulder Small Business Development Center** is hosting Business Essentials from 6 to 9 p.m. at the Longmont Area Chamber of Commerce, 828 Main St. in Longmont. Learn how to target your market through market research and competitive analysis. Develop financials by understanding financial statements, projections and start-up costs. Admission is free. For more information, call Bing Chou at 303-442-1475 ext. 2 or e-mail bing_chou@boulderchamber.com.

The **Scottish-Irish Highland Festival** goes from 9 a.m. to 5 p.m. Thursday through Sunday at the Stanley Park Fairgrounds, 1209 Manford Ave. in Estes Park. Jousting competitions, Highland games, musical acts, dance performances, dog show contests and Scottish and Irish food, drink and crafts will be on display. Tickets can be ordered at 1-800-90-ESTES, www.scotfest.com or through Ticketwest at any King Soopers location.

11 The Colorado chapter of the **Institute of Management Consultants** will host a panel of experts speaking on how to build a successful consulting practice from 7 to 9 a.m. at the Denver Athletic Club, 1325 Glenarm Place in Denver. Admission is \$25 for members and \$30 for nonmembers. Register at www.imcusa.org/events/event_details.asp?id=70715.

12 The Humane Society of Boulder Valley is holding **A Cause for Paws** 4K doggie dash and 3K walk-a-thon from 7 a.m. to noon at the shelter, 2323 55th St. in Boulder. Entry fees are \$15 for children 12 and under and \$35 for adults. For more

information, please go to www.boulderhumane.org/causeforpaws.

The Mental Health Center and Foundation Serving Boulder and Broomfield Counties presents **The Dandelion Ball** from 5 to 11 p.m. at The Stadium Club at CU's Folsom Field, Folsom St. and Colorado Ave. in Boulder. All proceeds benefit The Mental Health Center and Foundation Serving Boulder and Broomfield Counties. For more information, on table prices, call Kelly Cochran at 303-413-6287 or e-mail kcocochran@mhcbcc.org.

16 The **Longmont Area Economic Council** is hosting a Community Appreciation Luncheon from 11:30 a.m. to 1 p.m. at the Radisson Conference Center, 1900 Ken Pratt Blvd. in Longmont. For more information, contact Donna Miller at 303-651-0128 or e-mail laec@longmont.org.

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 Goozmo 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.

19 Buzz coffee presents **The Hollywood Buzz, a Benefit for the OUR Center** from 6 to 11:30 p.m. at the Radisson Ballroom, 1900 Ken Pratt Blvd. in Longmont. Registration deadline is Sept. 5 for individuals or tables and Aug. 15 for sponsorships. For information on registration or sponsorship prices, call Elaine at 303-772-5529 or e-mail Elaine@ourcenter.org or go to www.ourcenter.org/Events.

22 The **Boulder's Writers Alliance** is hosting its Annual Expo from 6 to 9 p.m. at the Boulderado, 2115 13th St. in Boulder. This networking event will feature expert sessions, a book exchange and resume exchange. Admission is free for members, \$5 for students and \$10 for all others. For more information, contact Mary Headley at 303-652-1752 or mkheadley80503@yahoo.com.

30 Jason Mendelson, managing director at Boulder-based Foundry Group, presents **Shades of Green: Risk Capital 101** from 5 to 7 p.m. at Gordon Biersch Brewpub, 1 Flatiron Circle, Suite 428 in Broomfield. Call 720-833-5915 to RSVP or email news@8CProject.com

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CROCS from 3A

cost base and reduce its operating losses through the balance of 2009, and return to making profits in 2010.

"We've made substantial progress on the disposal of our excess inventory in a responsible manner," Duerden said in a press release. "Our U.S. distribution facilities have been consolidated down from seven locations to one, enabling us to provide our product to customers more effectively and efficiently."

Looking ahead, Crocs offered guidance expecting to generate between \$150 million and \$160 million in revenue during the third quarter 2009 with a diluted loss

between 14 cents and 6 cents per share.

No more volleyball

Crocs Inc. has bought out the remainder of its title sponsorship contract with the AVP Inc. pro beach volleyball tour.

Crocs remain the title sponsor of the Crocs AVP Tour through the 2009 season, which ends Sept. 26. The original three-year contract was signed in 2006 and renewed to last through 2012.

While a Crocs spokeswoman didn't return phone calls, Alison Shapiro, an AVP spokeswoman, thought the relationship ended because of financial

reasons.

"I don't know how much money was involved," Shapiro said.

"We are very proud of the great partnership we have had with the AVP over the last several years," Duerden said in a statement. "We want to thank the AVP staff and players for embracing us as their title sponsor and being great ambassadors for the Crocs brand."

The sponsorship included such facets as a major TV and onsite presence, AVP-branded footwear and the use of AVP images.

Reporter Ryan Dionne contributed to this report.

FISCAL from 12A

"It's clearly a need for a lot of companies, particularly at this time," said Robin Miglarese, the school's interim director of Executive Education Programs. "At the director level, you find people who are experts in a field who may not have had to manage the bottom line of a budget. Very often, people don't want to admit that they don't understand the financial reports at which they're looking or know how that information will impact a company's performance."

The Leeds School of Business also fills a need for companies that want to focus more closely on their own financials. For larger corporations, instructors have built tailor-made programs that more efficiently serve numerous employees.

"Custom programs are becoming more common," Miglarese said. "Some companies find it more economical. For a company that wants a class customized to their financial issues, it makes more sense to organize one specific to their daily operations."

THE LEEDS SCHOOL

of Business also fills a need for companies that want to focus more closely on their own financials. For larger corporations, instructors have built tailor-made programs that more efficiently serve numerous employees.

Oldham already holds a master's in business administration from the university but found the class filled a significant hole in his knowledge base.

"Finances have never been my comfort zone in the business cycle, which was all the more reason to get away so I could concentrate on the financial arena and absorb this information outside of a traditional business environment," he said.

"It gave me a better idea of how other companies might look at our financial statements and information. Conversely, in looking at companies that may be competitors or potential partners, the class gave me the skills to understand their financial reports better."

The most common response to seeing financial data in a new light has been for participants to immediately delve into their own books. Burns has seen the benefits of financial education impact her students' lives.

"I think that understanding accounting and financial information benefits you in both your business and your personal life," she said. "Whether it's refinancing your house, putting your kids through school or managing your own cash flow, this knowledge will help you both at home and at work. This is the land of entrepreneurs. What better way to be entrepreneurial than knowing you have the confidence to manage your finances in a smarter fashion?"

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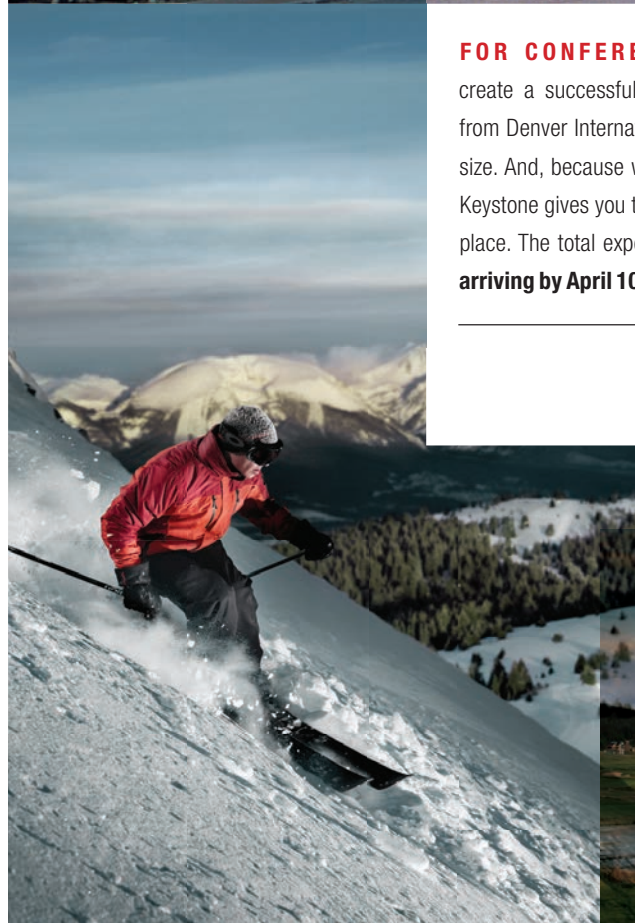
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'Cash for clunkers' stimulus program is working

When it comes to the federal stimulus package, it's often been hard to point to concrete and immediate benefits.

In some cases, it seems to a skeptical public that billions of tax dollars were sucked into a black hole, with nothing to show for their investment.

Not so when it comes to the so-called "cash for clunkers" program, officially known as the Car Allowance Rebate System, or CARS.



GUEST OPINION

Tim Jackson

While costing just a tiny sliver of the total amount of the overall stimulus package, CARS has produced immediate and dramatic results. So much so, in fact, that the Obama administration

and the U.S. Congress were caught off guard and had to supplement the \$1 billion program, which was being drained much quicker than anyone had predicted.

Coming during the longest and most severe downturn in automobile industry history, this was just what the economy needed in order to stem the tide of massive job losses and start turning the corner toward positive results.

Nationally, about 900 franchised dealerships closed in 2008, reducing the U.S. total to about 19,000. Another 1,100 dealerships are expected to close in 2009. Closer to home, five Colorado dealerships closed in 2008 and 19 dealerships in the state have already closed so far this year.

The challenge facing the auto industry is not just an issue for traditional manufacturing states like Michigan.

According to an analysis of the economic impact of new vehicle dealers on Colorado in 2007:

The automobile retailing industry generated a total of nearly 30,000 jobs in the state, with the average dealership providing jobs for 73 people.

Colorado residents earned more than \$1.5 billion as a result of automobile dealership operations.

Colorado automobile dealers (through taxes collected or paid) generated more than \$418 million in revenue for the state and local governments. In fact, sales of new and used cars, as well as parts and service, are the single largest source of sales tax revenue for almost every state, city and county government nationally.

Colorado dealerships contributed over \$6.1 million to charitable causes.

But like the best stimulus programs, the cash for clunkers initiative has benefits that extend far beyond the economy.

By getting older gas guzzlers off the road, it's helping the nation breathe easier, both literally and

figuratively.

The program is designed specifically to get drivers into more fuel efficient vehicles and it is working. A U.S. transportation department analysis shows that through Aug. 1, cars sold under the program averaged 25.4 miles per gallon, a 61 percent increase over the 15.8 mpg average of the trade-ins, according to Automotive News.

Besides saving drivers money at the pump, that means that the nation is becoming less dependent on foreign oil.

Carbon emissions, which have

been tied to global climate change, are commensurate to a vehicle's fuel economy, so cars that get more miles per gallon emit less carbon.

Although the CARS legislation did not specifically target smog-producing vehicles, it will have the added benefit of permanently removing vehicles that contribute to high ozone levels. Ozone causes respiratory problems and endangers people with asthma.

While vehicle exhaust is just one of the many components of ozone pollution, Colorado will benefit from any reduction. Today's new cars are

up to 99 percent cleaner than cars of just 15 years ago.

Could the CARS program have been administered better? Absolutely. The unforeseen popularity put a strain on the systems, although the resulting problems primarily fell on the shoulders of dealers, not consumers.

Cash for clunkers has proven its value — to the economy, to the environment, to Colorado — and it deserved to be continued.

Tim Jackson is president of the Colorado Automobile Dealers Association.

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BOULDER VALLEY REAL ESTATE WATCH

Top-Selling Boulder County Single-Builder Subdivisions				
Year-to-date June 2009				
Subdivision	Builder	City	Average Price	Recorded Closings
1. Landmark Lofts	Chanin Development	Boulder	\$350,800	27
2. Canyon Creek 6	Richmond American Homes	Erie	\$316,600	12
3. Creekside 2 Townhomes	Engle Homes	Erie	\$196,000	8
4. North End Single Family	Markel Homes	Louisville	\$522,000	7
5. Northfield Commons Condos	Markel / Coast to Coast	Boulder	\$163,100	7
6. Winders North	Cornerstone	Boulder	\$849,900	7
7. The Walnut	MCV Walnut Investments	Boulder	\$911,400	7
8. Fox Meadow 1,3,4	Engle Homes	Longmont	\$296,300	6
9. The Peloton	Cityview Peloton	Boulder	\$390,300	5
10. Creekside 2 Single Family	Engle Homes	Erie	\$288,000	5

Source: Home Builders Research

Foreclosures in Boulder County		
(July 1 – 31, 2009)		
City	Forclosures Filed	Deeds Issued
Allenspark	1	0
Broomfield	34	14
Boulder	33	8
Eldorado Springs	0	0
Erie	4	3
Golden	2	2
Jamestown	0	0
Lafayette	13	6
Longmont	79	32
Louisville	3	1
Lyons	3	0
Nederland	1	1
Niwot	1	0
Superior	6	0
Ward	0	0
TOTAL	180	67
Year-to-date 2009	994	325

Source: Boulder County Public Trustee

Top 10 Boulder County Builders		
Year-To-Date June 2009		
Builder	Home Sales	County Market Share
1. Markel Homes	30	18%
2. Chanin Development	27	16.2%
3. Engle Homes	19	11.4%
4. Richmond American Homes	12	7.2%
5. Markel / Coast to Coast	10	6%
6. Cornerstone	7	4.2%
7. MCV Walnut Investments	7	4.2%
8. Cityview Peloton	5	3%
9. Coburn Development	5	3%
10. Habitat for Humanity	5	3%
Remaining homebuilders	40	23.8%
Total	167	100%

Source: Home Builders Research

Highest-Priced Home Sales in Boulder County	
June 2009	
Sale Price	Buyer, Address
\$2,750,000	John T. and Wendy Ewen Cooney, 515 Arapahoe Ave., Boulder
\$2,300,000	William P. and Romi P. Cooney, 9264 Blue Spruce Lane, Longmont
\$2,250,000	John Curlander Revocable Trust, 8960 Mountain View Lane, Boulder
\$2,250,000	Tina Broida, 8600 Baseline Road, Lafayette
\$2,089,800	Ariel M. and Kristen L. Solomon, 8674 Monte Vista Ave., Boulder
\$1,850,000	Peter L. & Julie A. Wehrly, 8674 Monte Vista Ave., Longmont
\$1,680,000	Carole J. and Sol A. Stern, 9260 Shooting Star Court, Longmont
\$1,600,000	Thomas Kevin and Susan Jane Magenis, 9450 Memory Lane, Longmont
\$1,535,000	Nancy Lou Bellitt Revocable Trust, 1385 White Hawk Ranch Drive, Boulder
\$1,500,000	Cimarron 5 LLC, 8549 Monte Vista Ave., Longmont

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

Xceligent taps local brokers to improve data

In this issue’s quarterly real estate section, readers might notice some changes in the latest vacancy rate numbers provided by Xceligent Inc.

The figures are the first batch to be reviewed by Xceligent’s new local advisory board in the Boulder Valley market. The board includes local brokers Chris Boston with Gibbons-White, Chad Henry with W.W. Reynolds, Aaron Evens with New Option Partners and Todd Walsh with The Colorado Group.

Xceligent recently formed the board, as it has in other U.S. markets, to improve the accuracy and timeliness of its real estate figures, which include vacancy rates reported by the Boulder County Business Report.

The four local real estate experts helped Xceligent review its entire inventory of buildings surveyed — reclassifying some buildings and adding or subtracting square feet based on qualifications and market activity.

Office, flex and industrial buildings surveyed in the Boulder Valley by Xceligent include buildings larger than 10,000 square feet and omit medical and owner-occupied buildings. The advisory board will continue to meet quarterly to discuss vacancy rates, leases signed, buildings purchased and new construction.

“Having this knowledgeable group of brokers lends more credibility to our numbers,” said Steig Seaward,

regional director for Xceligent’s Denver office.

Boston said he and the others were more than happy to help.

“From my perspective as a broker, it helps us ensure that the information we use and provide to our clients is accurate,” he said. “It can help us shortlist our property tours when we know exactly what space is available, and it helps landlords make decisions regarding their buildings, lease rates, forecasting and budgeting.”

Boston added that a more defined and tracked baseline of buildings will improve long-term trend analysis of the Boulder Valley real estate market.

In addition to Xceligent Inc., the Business Report provides quarterly vacancy rate figures from CB Richard Ellis, The Longmont Area Economic Council and the Broomfield Economic Development Corp.

BOULDER

CLOVIS PICKS NEW HQ: A new Boulder-based biotechnology firm, which recently received \$145 million in startup financing, has settled on its new home.

Clovis Oncology Inc. signed a lease for



REAL ESTATE
David Clucas

5,844 square feet of space at 2525 28th St. to locate its headquarters. It expects to move into the space sometime this fall. Paige Coker Heiman of Acquire helped broker the real estate deal.

The building is familiar to Clovis President and Chief Executive Officer Patrick Mahaffy — it’s the same space where he operated his former company Pharmion Corp., before selling it to Celgene Corp. in 2008 for \$2.9 billion.

Clovis is focused on acquiring, developing and commercializing innovative anti-cancer agents in the United States, Europe and additional international markets. Currently in its startup phase, the firm employs fewer than 10 people.

The company is headquartered in Boulder and plans to establish additional offices in San Francisco and London.

EGG STRATEGY GROWING: Egg Strategy Inc., a Boulder-based branding and consumer research firm, is expanding its headquarters with a new downtown office location.

The company signed a lease for 7,743 square feet of office space at 1360 Walnut St. in One Boulder Plaza. Jason Kruse with The Colorado Group and Chad Henry with W.W. Reynolds helped broker the deal.

The new location more than doubles Egg Strategy’s current 3,500-square-foot office at 1737 15th St.

The company expects to move in early September.

Egg Strategy Partner and General Manager Kevin Malloy said the company is growing thanks to several new global market accounts including work for Coca-Cola and Starbucks. Egg Strategies is customer insight and marketing strategies to the firms.

“Particularly in this tough economic environment, we’re helping our clients build strategies on how they can bring value to their customers,” Malloy said.

Egg Strategies employs 23 people in Boulder with plans to hire in the late fall based on projects. The company also employs eight people in Chicago.

NEW RECORD HOME SALE: Don’t tell U.S. Rep. Jared Polis that we’re in a recession and housing slump. The Democratic Congressman from Boulder just set the record for purchasing the most expensive home per square foot in downtown Boulder.

Polis purchased the 4,350-square-foot penthouse condominium unit at 1655 Walnut St. for \$5,317,780, according to Boulder County public records.

The \$1,222-per-square-foot condo price tag breaks the previous record of \$1,051.30 per square foot for a penthouse condo purchased at 1155 Canyon Blvd. in November 2007.

Boulder-based Morgan Creek Ven-

➤ See **Real Estate, 29A**

REAL ESTATE from 28A

tures recently completed the new high-end homes at 1655 Walnut on the east end of downtown.

DIAGONAL CONSTRUCTION: Drivers along the Diagonal Highway between Boulder and Longmont may be doing a double-take as they see earthmovers and construction crews tearing up ground near Boulder's open space. No, a new Wal-Mart isn't going up — the 10-acre site is being developed as Boulder's new fire training center.

The \$5.8 million center will feature a classroom building, training tower, burn building and other fire-fighting training setups. It is expected to be complete by next spring. Denver-based Roth Sheppard Architects designed the project and Aurora-based Adolfson & Peterson Construction is the general contractor.

BUILDER FOR NEW GYM: The Colorado Athletic Club has chosen Denver-based Taylor Kohrs to redevelop 40,000 square feet at the former Wild Oats office at Twenty Ninth Street into the gym's new Boulder location. Construction is under way with completion scheduled for December 2009.

The club will include an indoor lap pool, saunas, steam rooms, a pilates studio, a yoga studio, weight room, massage therapy rooms, a café, changing rooms and a childcare center.

BOULDER LEASES: Boulder Digital Works, a digital school jointly operated by Crispin Porter + Bogusky parent MDC Partners and the University of Colorado, signed a lease for 8,000 square feet of space at 1011 Walnut St. New Option Partners helped broker the deal.

- System Integration Corp. is moving its business from Broomfield to Boulder. The security, access control, fire life safety, network/data, and communications systems services company signed a lease for 3,800 square feet of space at 4699 Nautilus Court South. The company expects to move by early September. Jason Kruse and Todd Walsh with The Colorado Group helped broker the deal.

- The Gear Movement LLC, an online outdoor gear auction company, signed a lease for 2,691 square feet of space at 1925 33rd St. Brad Steinmetz with Freeman Myre helped broker the deal.

- Limitless Computing Inc., a builder and manager of custom cluster computing systems, signed a lease for 1,200 square feet of space at 4699 Nautilus Court. Todd Walsh with The Colorado Group helped broker the deal.

- Simple Solar Systems LLC signed a lease for 1,050 square feet at 3229 Walnut St. Brad Steinmetz with Freeman Myre Inc. and Scott Leakas with Acquire helped broker the deal.

Affordable apartments on Broadway

Boulder Housing Partners constructing units



DOUG STORUM

Construction is under way on Broadway West, Boulder Housing Partner's new affordable 26-unit apartment building at 3120 Broadway in Boulder, just south of the North Boulder Recreation Center. Boulder-based Stephen Sparr & Associates is the architect for the project, and Deneuve Construction is the builder.

BROOMFIELD

BUILDING SALES: Two separate commercial buildings in Broomfield were recently sold for about \$1.4 million each.

In the first deal, Boulder-based Langer Commercial Properties LLC, headed up by Steven Langer, purchased the 3,367-square-foot Next-Care Urgent Care medical building at 4590 W. 121st Ave. from Vrain Shops

LLC for \$1.4 million, according to Broomfield County public records.

In the second deal, Honolulu-based Triple D LLC purchased the 4,892-square-foot Applebee's restaurant building at 6405 W. 120th Ave. from RCI Realty for \$1.385 million, according to Broomfield County public records.

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

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EDITORIAL

Lower volume of discussions on health care

Shouting matches that have erupted at town-hall gatherings across the country have done little to advance public discourse over health-care reform.

By shouting down their elected officials and supporters of reform efforts, opponents have done their cause more harm than good, resorting to hyperbole and exaggerations to strike fear in the hearts of the American people. (We doubt that reform proponents really were intending to “pull the plug on Grandpa.”) And opponents would rightfully decry the “shout-down” tactics were they on the other side.

Even more damaging is the harm done to the democratic process. We have no problem with citizens voicing their opposition to reform proposals. That is, of course, the nature of democracy. But democracy also entails being respectful toward those on the other side of an issue. To disrupt gatherings intended as forums for discussion of reform runs counter to that sentiment. (We half expect someone to pull out a cane to strike their opponents, ala the Senate of the early 1800s.)

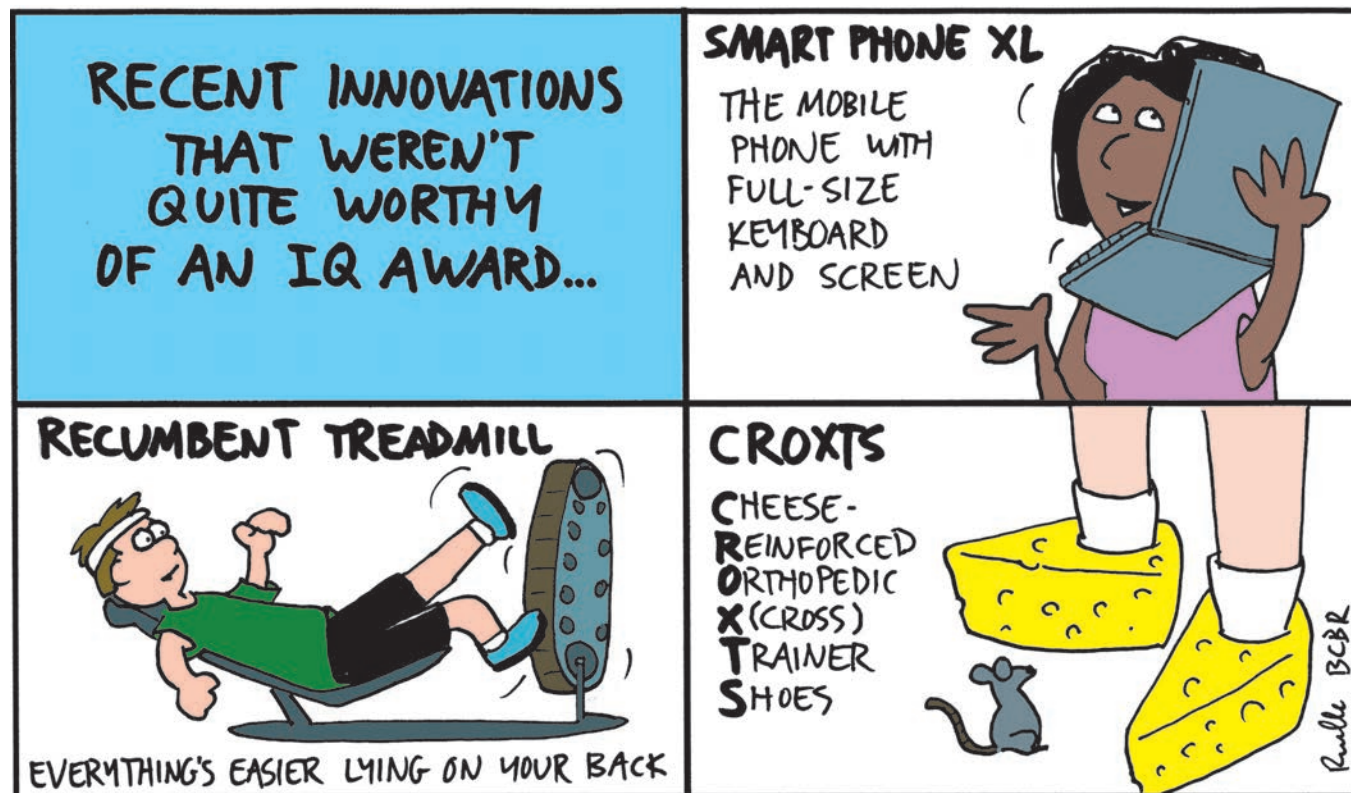
Lost in this summer of political heat has been the substance of what is being proposed. How many citizens who would be affected by health-care reform truly understand what’s being proposed?

That’s why the shouting has been such a disservice. Far more valuable would have been a reasoned discussion of ideas.

We have not taken a position on health-care reform, because it’s very unclear what will emerge from the Congress. A public option? Co-ops? All we know is that reform must:

- Make health care affordable and accessible for the vast majority of Americans.
- Preserve the quality of care that is our system’s greatest attribute.
- Not be overly complicated. (Early flow charts showing a proposed system could make one dizzy.)
- Not add to our ballooning national debt.

We suspect that the various proposals have a long way to go to meet those objectives. But it would be nice to turn down the volume so we can hear the ideas.



‘Health-Care Heroes’ to be honored

Nominations sought for annual program honoring med workers

Amidst the heated debate about health-care reform, it’s important to remember that professionals in the medical community often perform heroically, sometimes with little recognition from the community overall.

That’s why the Boulder County Business Report conducts its Health-Care Heroes awards program, honoring companies and individuals in a variety of health-care-related categories. From emergency workers to administrators, heroes of all stripes are honored through this program.

Health-Care Heroes is part of our “Pulse — the State of Health Care” luncheon event, Sept. 23, at the Radisson Hotel & Conference Center in Longmont. We’ll honor seven companies or individuals from Boulder or Broomfield counties for actions that set them apart from their peers.

Here are our criteria for the Health-Care Heroes Awards:

Eligible companies/individuals must be in Boulder or Broomfield counties. Nominations are sought in the following categories:

Business: Honors a business or company wellness program, healthy work environment, ergonomics program or other health-related activities.

Community Service: Honors an individual or organization for leadership in focusing on a particular health-care issue.

Distinguished Service: Honors a health-care professional for at least 20 years of service in health-care.

Emergency Service: Any organization or person who has gone above and beyond the call of duty in a life-saving endeavor.



PUBLISHER'S NOTEBOOK
Christopher Wood

tants, nurses, researchers, technicians, etc. for outstanding contributions to health-care profession.

Volunteer: Honors an individual or organization for leadership in focusing on a particular health-care issue in a volunteer capacity.

As with past years, this year’s winners will undoubtedly relate inspiring stories of heroism in their field, ranging from emergency services to those who have demonstrated heroism on a quieter scale through ongoing contributions to the community.

Nomination forms are available at www.bcbr.com. Just click on the

Professional: Honors a health-care administrator who has displayed excellence within their organization.

Support Services: Honors an individual in medical support services, such as pharmacists, physician assistants,

“Events” button and submit your nomination using our online form. The deadline is Aug. 31.

The Pulse event will include a panel discussion examining trends in health care locally, including a discussion of national reform efforts. It’s the only event of its type in the Boulder Valley, and one that we’re proud to present with our sponsors.

Sponsors for the event include Boulder Community Hospital, Caplan & Earnest LLC, Roche Colorado, Insight Lasik, The Mental Health Center of Boulder and Broomfield Counties and Avista Adventist Hospital.

If you’d like to register for the Pulse/Health-Care Heroes event, you can also do so via our Web site.

40 Under Forty

While you’re on our Web site nominating the next Health-Care Heroes, you might also submit a nomination for a young professional under 40 years old, for our 40 under Forty program. This event spotlights the next generation of Boulder Valley business leaders. We’re looking for individuals who work hard to drive the business community’s future, and who demonstrate dynamic leadership skills. You can find the nomination form at www.bcbr.com, under “Events.”

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

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LANDMARK from 1A

in charge of finishing the construction work, which it has, and then selling the remaining available units.

Sales at Landmark Lofts began in early 2009, with about a quarter of the units sold through June, according to Boulder County public records. In court documents, W.W. Reynolds predicts a sales rate of two units per month, saying it likely would complete sales by February 2012.

The residences, ranging from one-bedroom lofts to four-bedroom penthouses, are priced from about \$230,000 to \$750,000. There is also one commercial unit for sale.

Court documents show that W.W. Reynolds has requested another \$2.6 million to finish the project — money Wells Fargo said it doesn't expect to see back, but put forth with best interest to see the project completed.

Boulder-based Wyatt Construction Co. Inc. was the general contractor for Landmark Lofts. The project broke ground in August 2007. Public records show Wyatt has liens, or claims, against the project, which it is partially releasing as it gets paid. Company officials there could not be reached for comment.

The financing trouble for Landmark Lofts puts in question future phases of the development.



DAVID CLUCAS

Boulder-based Chanin Development Inc. working under the 2890 College Phase I LLC name was unable to make \$15 million in payments due March 31 for its new Landmark Lofts development at 28th Street and College Avenue, according to Boulder County District Court records.

Chanin Development purchased the 2.3-acre lot next door under the 970 28th Street Phase II LLC name with plans for more units. The company also is in negotiations to purchase the 12,000-square-foot First

Christian Church at 950 28th St. to incorporate it into the project.

"We're still in negotiations," said First Christian Church Rev. Marty Hermanstorfer. "But we haven't received any concrete information yet, and we're

working on other possibilities."

In October 2008, First Christian Church purchased another church building at 1700 Stonehenge Drive in Lafayette with intentions to move there after it sold its Boulder location.

CRUSADE from 3A

are packaged in airtight, oil-lined bags with a one-way degassing valve and shipped direct within three days of roasting.

The club automatically sends members coffee each month. People have the opportunity to order a specific quantity as a onetime purchase.

Customers are encouraged to try the Dopers Suck Coffee by signing up for two free, four ounce sample bags which automatically enrolls customers in the subscription based coffee club.

The cost of the two 12-ounce bags of coffee each month is \$21.98, non-members pay \$23.98, plus shipping and applicable taxes. The member's credit card is automatically charged each month and membership can be cancelled at any time. Coming soon, people will be able to buy the coffee retail from their favorite bike retail shops.

Brandon Dwight, co-owner of Boulder Cycle Sport, was the brain child behind the phrase "Dopers Suck" after he and his professional mountain bike friend Geoff Kabush wanted to make a statement about the disapproval they felt toward people who use illegal means to gain a competitive edge.

"The slogan Dopers Suck was started by me after a professional mountain bike racer and then current reigning world champion admitted he used a blood supplement," Dwight said. "Geoff won his next mountain biking race and wore a Dopers Suck T-shirt on the podium. Many pictures of him were in sports magazine and news articles which helped me to sell

T-shirts, cycling jerseys, socks, stickers and coffee mugs with the Dopers Suck logo."

Bank pays Dwight a licensing fee for the use of the Dopers Suck Coffee slogan.

"Joe has put together a great system with low overhead and high-quality product," Dwight said. "It targets a niche market. The cost of coffee is not any more expensive than at grocery store and tastes better."

Tommy Thwaites, coffee roster for Redline and Dopers Suck coffee products, said direct-to-consumer coffee gets people the freshest product possible.

"We roast that day and ship that afternoon," he said.

Bank does not have any employees at this time, but is looking to hire people in the near future. He used his personal funds to start the company, which he said totaled less than \$100,000. Membership expectation for 2009 year end is 500 enrolled members for Redline and 250 enrolled members for Dopers Suck. Bank's gross revenue projections for 2009 are \$100,000 for Redline and \$50,000 for Dopers Suck.

Dave Sharpe, member of the Redline Coffee club and Boulder resident, said his favorite blend is the Open Throttle.

Redline was intriguing because of the brand name," he said. "As a classic car and motorcycle owner as well as coffee snob, I have enjoyed getting this high quality coffee delivered to my doorstep. The freshness is the big sell and pleasure point."

RIGHT from 1A

equate earnings to fund growth, support dividend payments and augment capital; and

- Operating the bank without adequate liquidity or proper regard for funds management in light of the bank's asset and liability mix.

The 13-page order detailed steps the bank would need to take to be back in the good graces of the regulators — steps, according to Valley President and Chief Executive Donna Petrocco, that the bank started working toward before the action was issued.

Earlier this year, the bank closed three branches, including the one in Louisville, and its trust department in an effort to reduce costs. It now has 10 branches. "Really, all we need is some capital and to work with our customers to get their loans current," she said.

Most of Valley's regulatory issues stem from a \$2.4 million write-off the bank incurred as a result of the conservatorship of Fannie Mae and Freddie Mac. Valley owned government preferred stock in the GSEs that was "AA" rated by Moody's at the time it was purchased.

Valley, with \$245.8 million in assets and 10 bank locations in the northern Front Range, is a relatively small bank, so a \$2.4 million charge makes a big impact. Petrocco said it put them into the "adequately capitalized" category, rather than "well capitalized."

"Of course the regulators were concerned about our earnings," she said.

At the end of 2008, Valley reported a \$1.9 million loss. At the end of the second quarter, the bank was back

in the black with a \$490,000 profit.

The order requires that the bank reduce loans in delinquency and non-accrual; reduce credit concentrations; develop a profit plan and develop a liquidity plan.

As of the end of the second quarter, Valley's nonaccrual loans stood at \$4.32 million, down from \$10.48 million at the end of the first quarter. Other real estate owned increased from \$8.3 million in the first quarter to \$10.45 million in the second quarter.

Keeping customers current and out of foreclosure has become a big focus, according to Petrocco.

"We are doing our best to work with customers to get them current or restructured," she said.

The FDIC has issued more than 250 enforcement actions against banks this year, more than in all of 2007. The Office of the Comptroller of the Currency, charged with regulating the nationally chartered banks, has issued 82. Valley is the fourth bank in Colorado this year that has entered into an action with the FDIC.

Greeley's New Frontier Bank was placed into conservatorship in April, less than five months after it received a cease-and-desist order. New Frontier's order was twice as long as the one recently issued to Valley. It contained allegations that there were "violations of law and regulations." Valley's order did not use the term "violation" once. Another major difference is that New Frontier's order required changes to the management and to the board, whereas Valley's does not.



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