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BOULDER COUNTY BUSINESS REPORT

Serving Boulder and Broomfield Counties | Vol. 27 | Issue 26 | Dec. 12 - 25, 2008

\$1



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Economy slows green movement

Lower oil prices, recession subdues sustainable habits

BY DAVID CLUCAS
AND RYAN DIONNE

Staff Writers

Going green in Boulder may be fueled by environmental values, but for much of the nation it is about saving money – escaping the high price of oil, energy and

commodities.

Now that oil is down 65 percent to about \$45 a barrel, some people and businesses are thinking twice about how fast they go green. A U.S. economy in recession doesn't help.

Will the latest green movement burst like the tech, housing and oil bubbles that preceded it? Or will a green-friendly President-elect Barack Obama, a struggling U.S. auto industry and new technologies keep "going green" alive?

Green business

A general slowdown in the local green industry is evident for businesses large and small.

Like many energy companies, Houston-based ConocoPhillips Co. is working to advance its oil and alternative energy exploration. And despite a weak economy, ConocoPhillips (NYSE: COP) still plans to pursue both initiatives – albeit at a slower pace.

► See **Green, 36A**

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MOVIES IN 3-D *RealD's Boulder office handles R&D*



PETER WAYNE

Roy Leckonby, director of operations for RealD Inc. in Boulder, models a pair of RealD glasses that create 3-D images when viewing a movie made with a special film. The California-based company's research and development office is in Boulder where optical engineers are continuing to develop the technology for 3-D movie viewing. **See page 6A**

Wobbekind: Tough economic times ahead

BY DOUG STORUM

Editor

DENVER — Rich Wobbekind started his annual economic forecast by walking away from the podium after quoting his mother: "If you can't say anything nice, don't say anything at all."

One of the most optimistic economists in Colorado couldn't find much good to say about the state's economic outlook for next year as he and economist Patty Silverstein delivered the Forty-Fourth Annual Colorado Business Economic Outlook 2009 at the Denver Hyatt Regency earlier this week.

Wobbekind predicted the state will join

“It's hard to imagine a recovery during the first half of next year. It looks more like 2010.”

Bill Kendall

ECONOMIST,
CENTER FOR BUSINESS
AND ECONOMIC FORECASTING

the nation's recession and lose a net 4,300 jobs next year. The state will lose jobs for the third time this decade, and for only the seventh time since records have been kept

beginning in 1939. Unemployment will reach 6.4 percent next year, up from 5.5 percent this year, he said. Projected national unemployment will be 7.5 percent.

He said this is the worst national recession he has seen since he starting tracking the economy in the 1980s, including the recessions of 1987-88 and 2002-03, but said the most important question for the Colorado economy is how long the national economic downturn lasts.

He said low consumer confidence, the credit and housing problems and an unstable stock market indicate tough times ahead.

“We're just starting to go into negative

► See **Economic, 19A**



Level 3 Communications to layoff 450 employees

BROOMFIELD — Level 3 Communications Inc. (Nasdaq: LVLT) plans to cut 450 jobs in North America by the end of the month, the company recently announced.

Though she didn't know how many people would be affected in Broomfield, the layoffs will span the Broomfield-based company's North American offices, said Level 3 spokeswoman Debra Havins. She hopes to know more details by mid-December.

The 450 employees expected to lose their jobs equates to about 8 percent of the company's work force, according to a company press release. Level 3 has about 5,700 employees companywide, which includes offices in Europe, and about 2,000 employees in Broomfield.

"It will not change the (company's) focus. Our goals are the same," Havins said. "This will help us get (to our goals) even in the current economic environment."

The company expects to incur a restructuring charge between \$12 million and \$15 million as a result of the layoffs, but Havins wouldn't disclose how much the company expects to save annually until its fourth quarter conference call in February.

Unlike this round, which is tied directly to the economic environment,

Havins said many of Level 3's past layoffs were a result of consolidating its work force following acquisitions.

Rally receives incentives

BOULDER — As part of the city of Boulder's business incentive program, City Manager Jane S. Brautigam has approved Rally Software's application for a flexible rebate and authorized up to \$50,000 in sales- and use-tax rebates.



Rally was founded in Boulder in 2002. The company has grown from its initial office location on Walnut Street in downtown Boulder to its current location at 4001 Discovery Drive. Rally Software provides Agile software development solutions to 44,000 users in 50 countries.

"We're a Boulder company at heart, and we're grateful that the city of Boulder was able to offer these incentives to keep our headquarters here," said Tim Miller, Rally's chief executive.

Dot Hill delays Longmont growth

LONGMONT — Dot Hill Systems Corp., a California-based data-storage company, will wait until 2010 to consolidate its United States operations in Long-

mont due to "the current macro economic environment," according to the company.

The publicly owned company (Nasdaq: HILL) signed a lease for 44,331 square feet of space at 1351 S. Sunset St. in The Campus of Longmont and began operations there in May and had planned for consolidation in Longmont by the mid-2009.

The changes are part of a company restructuring plan, which also includes a companywide 10 percent reduction in work force, the majority of which will be completed in the current quarter, according to a company press release.

Hanif Jamal, Dot Hill's senior vice president and chief financial officer, would not say how the work force reduction would affect the Longmont facility. Dot Hill employed 102 people locally, 15 of which were hired this year, as of May.

Dot Hill also plans to shut down 40 percent of its Carlsbad, Calif. facility by the end of the fourth quarter of fiscal 2008.

Longmont drilling firm acquired

LONGMONT — Advantage Drilling Fluids LLC, a Longmont-based oil and gas drilling services company, has been acquired by Tulsa, Okla.-based Anchor Drilling Fluids USA for an undisclosed amount.

Advantage will retain its name and

BCBR Opinion Poll

Due to technical difficulties, results of BCBR's online poll are not available and will be published in the Dec. 26 issue.

headquarters in Longmont, where it employs about 15 people at 1831 Lefthand Circle, Suite C, company officials said. The company employs about 75 people nationwide. Advantage founder Jack Cantley and the company's employees will roll a significant portion of their proceeds into Anchor's equity.

Bob West, chief executive officer of Anchor, said the combined company wants to focus on the Rocky Mountain region.


Anchor is a portfolio company of Castle Harlan Inc. The New York private equity investment firm acquired Anchor last April.

Vail eliminates 142 positions

BROOMFIELD — Vail Resorts Inc. (NYSE:MTN) said it would lay off 50 employees and eliminate 92 unfilled positions due to the slowing economy.

The company will also freeze pay raises and 401(k) contributions for its

► See **BCBRDaily**, 19A



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JONATHAN CASTNER

The management team of Boulder-based Cycle Matters is, from left, Debby Kreider, chief operating officer; Fred Kreider, chief executive officer; and Phil Lockwood, executive vice president of product development. Cycle Matters is a Web site that serves as a resource for motorcycle enthusiasts.

Bikers ride information superhighway

Cycle Matters provides online resource for motorcyclists

BY CAROL MASKUS
Staff Writer

The Boulder Valley is home to some pretty successful Web sites, including a fast-growing motorcycle-culture site, which hopes to dominate its niche market.

Boulder-based Cycle Matters LLC, www.cyclematters.com, is an online resource for motorcycle enthusiasts, complete with product

reviews, articles, a calendar, a social network and more.

Its owners estimate that the site gets approximately 24,000 visits per day and has received about 1 million page views so far in 2008. It has viewers across the country and as far away as Australia.

"We saw a need to connect the motorcycle industry, safety groups, advocacy groups, rider groups and motorcyclists' needs together in one

location on the Internet," said Fred Kreider, chief executive and a founding partner of Cycle Matters. "We were determined to create an easy-to-navigate, professional Internet community to meet that need."

Kreider, a motorcycle rider for more than 40 years, began the company in 2006 with his wife, Debby, who serves at the company's chief operating officer, and their friend Phillip Lockwood,

► See **Bikers, 39A**

Boulder adopts commercial green building regulations

BY DAVID CLUCAS
Staff Writer

BOULDER — Boulder City Council has adopted new green codes that would require greater energy efficiencies in new commercial buildings within Boulder city limits.

Under the new codes, commercial energy efficiency requirements will be increased by 30 percent. The changes also require energy modeling (a more in-depth type of energy audit) for all new commercial buildings larger than 20,000 square feet.

The new codes will go into effect March 2, 2009.

Several new requirements were added to the Green Building Green Points program for residential remodels and additions. These include tiered, above-code energy efficiency requirements (between 15 percent to 50 percent, depending on the size of the addition), air-sealing requirements and criteria for determining when the scale of an addition warrants the same energy efficiency compliance as new construction.

Prior to implementation, the city said it will hold code change workshops in order to educate customers about new regulations.

More information is available at www.boulderplandevlop.net. Click on Codes and Regulations, then Building Codes, then Green Building. Builders can also contact Boulder Chief Building Official Neil Poulsen at 303-441-4189.

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

Avery Brewing will raise mugs full of hoppy Obama brew

Instead of raising a finger as President George W. Bush leaves office, many people will raise a glass full of Avery Brewing Co.'s **Ale to the Chief**.

Adam Avery, the Boulder brewery's president and brewmaster, plans to celebrate with the incredibly hoppy presidential pale ale. He had his concoction ready for the Democratic National Convention but made enough for President-elect Barack Obama's inauguration.

For about \$7 per 22-ounce bottle of beer with an 8.75 percent alcohol content, The Eye is bound to be blurry after a few.

For those whose eyes cross when trying to determine how the economy is going, forget analyzing the gross domestic product, the consumer price index or the inverted yield curve. Do as **Tim Sheesley** of Xcel Energy does when he measures the economy.

"When I can get a table at my favorite

restaurant on a Friday night, it's bad.

"When I see suits strolling along 16th Street, it's bad.

"When the price of martinis drop, it's bad.

Sheesley parted the wisdom during a gloomy panel discussion during the annual Colorado Business Economic Outlook.

THE EYE



Sometimes, the Eye gets a little help from the Ear. Tuning in to NPR's Morning Edition, Dec. 4, you might have heard a brief item about Boulder's own **Optibike**, makers of hybrid electric bikes. The spot was the tail-end of a longer piece about the proposed federal bailout of Detroit's Big 3 automakers.

The spot, by Morning Edition host

Steve Innskeep, went like this: "Auto executives can make a better impression on Congress by riding to Capitol Hill, say on a hybrid electric mountain bike. There's a new luxury model called the Optibike OB1. It still requires pedal power, but has a battery that powers the motor for up to two hours. And it includes a GPS system, so the executives won't get lost on the way to the hearings"

The bike costs \$13,000, no bailout required.

The mighty fruitcake shall rise gain.

A Grande Finale Patisserie, based in Louisville, will have a rally as part of its campaign to bring back "real fruitcake." The bakery will march down Main Street in Louisville with samples and information about what it considers fruitcake at 2 p.m. on Dec. 13.

"The typical old fruitcake — heavy as a brick — is the butt of many jokes

around Christmas time, but traditional fruitcakes, as made in many European countries, are far moister and richer than their American counterparts," the bakery wrote in a press release.

The Creative Alliance, a public relations and marketing firm based in Lafayette, and Nissi's Live Music & Bistro have collaborated to create a CD for the Make-A-Wish Foundation of Colorado.

The CD, called "Wish Come True," celebrates the 25th anniversary of the nonprofit.

The disc features 13 Colorado musicians, all of whom have performed at Lafayette-based Nissi's. Each artist donated his or her time and talent to benefit the Make-A-Wish Foundation of Colorado.

The Creative Alliance and Nissi's donated the creation, design and production of "Wish Come True."

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Golden Buff project gets OK; Robb's redevelopment delayed

BY DAVID CLUCAS
Staff Writer

BOULDER— Out of two new mixed-use projects approved by the Boulder Planning Board earlier in November, the Boulder City Council has chosen to allow one project and review the other.

During its Nov. 25 meeting, council members took no action on the proposed redevelopment of Golden Buff Motel and Eads News site on the northwest corner of 28th Street and Canyon Boulevard. That paves the way for co-developers Lou Della Cava and Denver-based Urban Frontier LLC to move ahead with plans approved by the planning board.

The redevelopment of the 3-acre site includes deconstructing the current buildings and replacing them with three, four-story buildings totaling 284,060 square feet of office and retail space and an underground parking garage.

The developers will need to submit their final plans and building permits, but as long as they meet the planning board's conditions, the project is set to move forward sometime by next summer.

Another planning board approved mixed-use project— the redevelopment of the former Robb's Music store at 1580 Canyon Blvd.— will undergo more scrutiny from city council. The council voted unanimously to schedule a review of the

project, which would replace the existing 11,122-square-foot retail store with a new 28,100-square-foot, four-story, retail and residential mixed-use building. 1580 Canyon Development LLC headed up by Patrick Decicco of the Boulder Map Gallery is developing the project.

So why review one, but not the other? Council member Suzy Ageton said the issue was the context of each neighborhood.

The two projects are along the same street, separated by 13 city blocks, but they are in distinctly different neighborhoods, she said.

"The Eads/Golden Buff redevelopment is a commercial building in a dense commercial area," Ageton said. There was less of an issue whether the new building would blend in, as it will be similar to surrounding buildings, she said.

"I think the reason the Robb's redevelopment drew attention is that this will be a major project above 35 feet, south of Canyon, near a residential area."

Ageton said the council wants to have a general policy discussion about larger mixed-use buildings being proposed in areas where downtown meets residential areas.

"This project came to us before we could have that discussion," she said. "So we chose to review it."

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

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datAvail promises to keep databases running smoothly

Broomfield firm specializes in remote management

BY LYLA D. HAMILTON

Business Report Correspondent

BROOMFIELD — “The right skills on right task at the right price.”

That’s the promise datAvail Corp. makes to the small- and mid-size businesses that rely on it for remote management of their mission-critical databases.

datAvail’s 50 customers pay an average of \$10,000 per month for what president and chief executive Mike Jones describes as “the care, feeding and health of the database.”

“Companies that use their databases to generate revenue can’t afford downtime,” Jones said. By the time annual revenues linked to the database reach \$15 million to \$20 million, he added, a company probably has outgrown the generalist skills of its internal information technology staff.

At that point executives can hire someone to be the on-site database administrator, or they can use remote database administration.

Database administrators are “a high-risk hire,” Jones said, “Because they’re very technical, and the hiring manager usually isn’t.”

In selecting an employee or consultant to manage a database, executives may have to assess the relevance and the worth of certifications, training and

experience they’re not in a position to judge accurately.

Once hired, database administrators present management challenges. Those with experience and know-how want to work on leading-edge issues, not routine tasks. They’re mobile, too, and are able to jump to opportunities that offer greater professional interest or more pay. The U.S. Bureau of Labor Statistics, or BLS, projects 37 percent growth in employment of database administrators between 2006 and 2016.

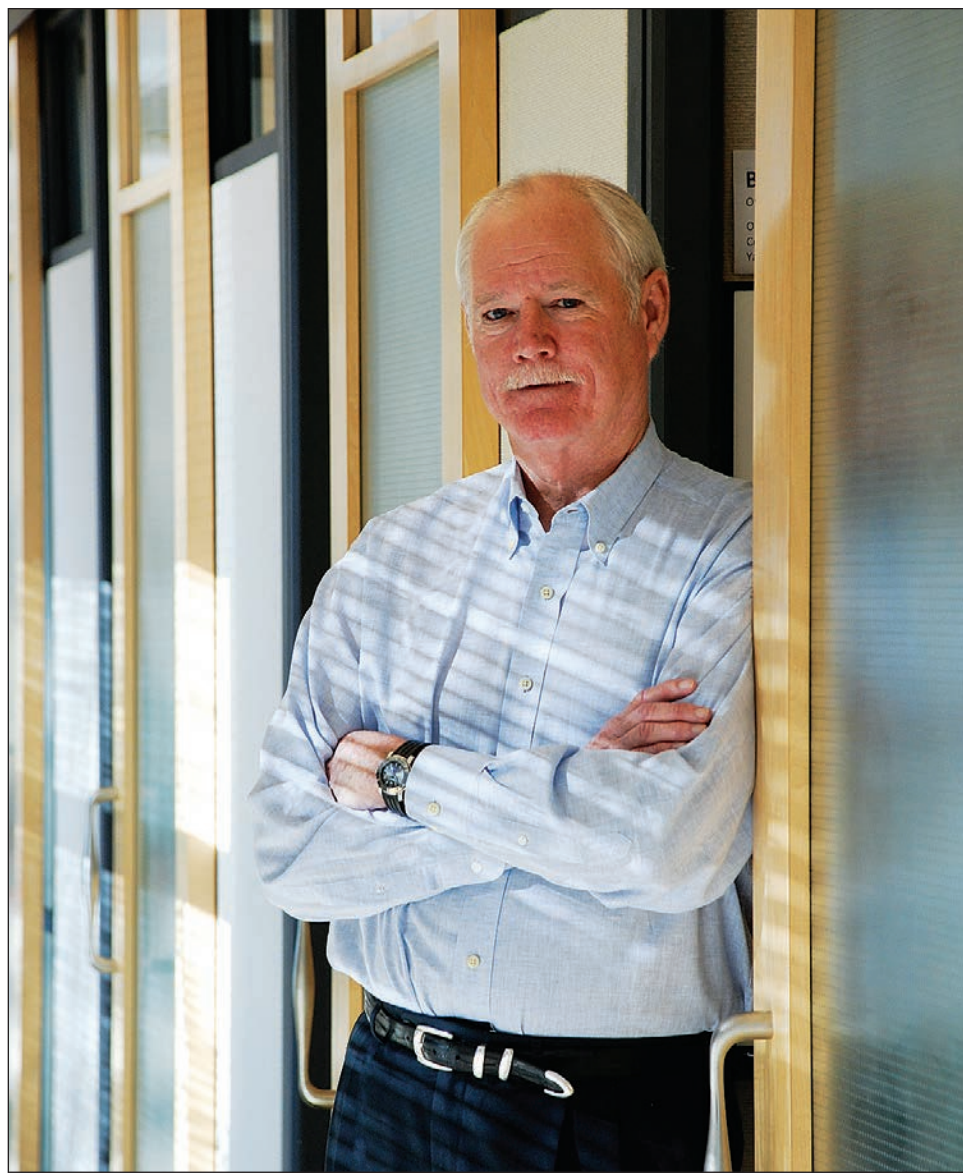
When database administrators leave a company, Jones pointed out, they take “tribal knowledge” with them: valuable insight into how the business works and how the database supports the business, for example.

A company that hires a junior database administrator runs the risk that the employee will not be up to the strategic tasks or that on-the-job learning will result in costly mistakes.

In either case, burnout is a problem if one employee is constantly on call to keep the database humming seven days a week, 52 weeks a year.

As a result, outsourcing database administration “has been particularly popular among small- and mid-size companies,” noted John Longwell, research director for

► See **datAvail**, 7A



PETER WAYNE

Mike Jones, president and chief executive of Broomfield-based datAvail Corp., leads the one-year-old company that provides database administration services to small- and mid-size businesses. The firm offers each client a team of people and a continuum of database administration skills that a small company is unlikely to find in one affordable employee.

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RealD's Boulder office handles R&D for 3-D films

New cinematic technology, pair of high-tech shades put viewers right in action

BY RYAN DIONNE

Staff Writer

BOULDER – RealD Inc. is working to change the way people experience visual entertainment.

From movies like “Chicken Little,” “Journey to the Center of the Earth,” and the recently released “Bolt,” to concerts and NFL games, RealD technology is giving viewers a new 3D experience.

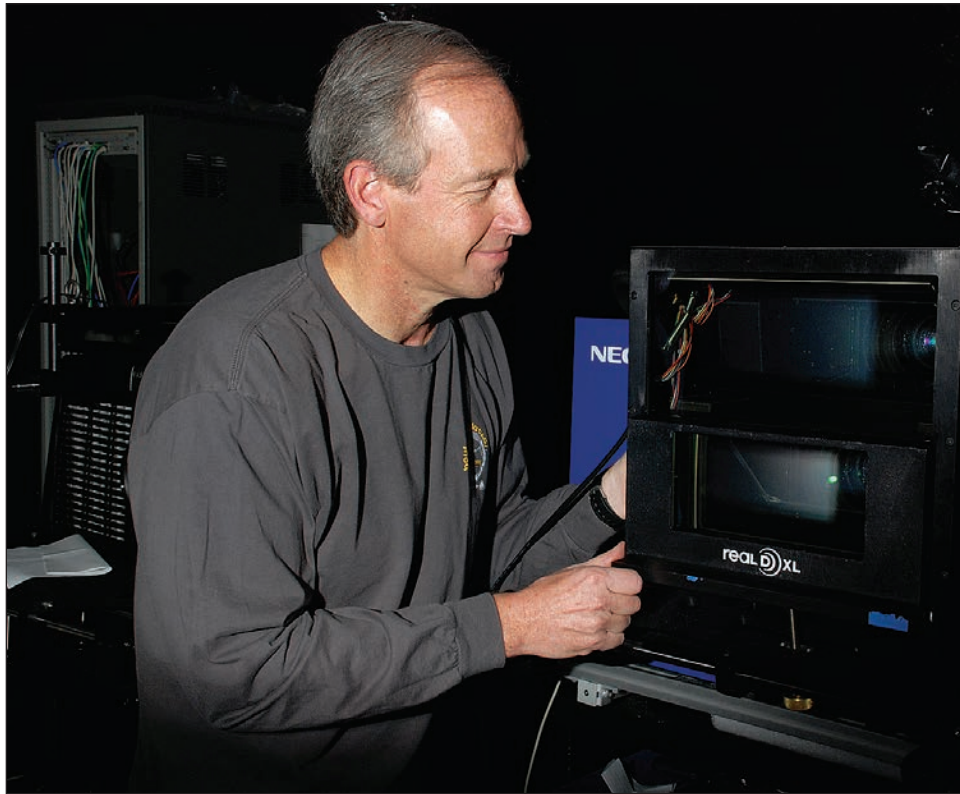
“Think of RealD as what Dolby did in audio,” said Michael Lewis, RealD’s co-founder and chief executive officer.

Though headquartered in Beverly Hills, Calif., most of the 3-D innovation comes from its Boulder office.

“In terms of where it all happens and where all the ideas get thought up in terms of technical, (it’s) Boulder,” Lewis said. “Boulder is our lab R & D.”

RealD doesn’t record nonanimated and live productions. Instead, the company takes the film, which is shot on two cameras, a left and right, and creates a 3-D film from that.

And Lewis said nearly every movie production company has at least considered shooting its film in 3-D. DreamWorks Animation LLC, for instance, is recording



PETER WAYNE

Optical engineer Scott Gilman in Boulder tests a movie theater projector fitted with the RealD system that allows images to appear in 3-D.

all of its movies in 3-D, Lewis said.

In the last three years, RealD technology has been used in 10 films. Next year, 12 movies will be released in 3-D, said Jill Thomassian, RealD’s chief operating officer at its Boulder campus.

Some of those 12 include “My Bloody

Valentine,” scheduled for release in January; “Monsters vs. Aliens,” scheduled for release in March; and “Up,” scheduled for release in May.

The fourth “Shrek” film, scheduled for release in 2010, will be available in 3-D.

But instead of walking into a theater or

sitting in front of a TV with red and blue papery glasses, viewers will receive a special set of recyclable polarized shades.

Thomassian said optical switches in front of the movie projector switches two polarized images between polarization states – one of which is visible by the right lens and the other by the left.

Not only does that make the movie appear to have depth, it also makes the movie more vivid if the viewer tilts her head, she said.

Lewis said he heard one industry professional say, “This is the biggest change since sound and color,” and he agreed.

With a new viewing experience, though, comes an increased ticket price for the consumer.

RealD, which has offices in Tokyo, Toronto and London in addition to its California headquarters and Boulder office, charges a royalty fee for every ticket sold to one of its 3-D movies.

At Century Boulder in the Twenty Ninth Street retail district, the only theater in Boulder and Broomfield counties that shows RealD’s 3-D movies, a regular adult ticket for the 2-D showing of “Bolt” costs \$9.75. For the 3-D version, it’s \$11.75.

While he wouldn’t disclose how much money RealD receives for each paid admission, Lewis said it’s a lucrative

► See **RealD, 7A**

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REALD from 6A

business.

"It's a premium, and the economics have been pretty amazing," he said. "It's a very attractive business, and we're very happy with the performance."

Lewis said he started the company with his own money and later received private equity. But the private company is still spending more money than it makes – though he expects that to change.

"We will be profitable in our next fiscal year," Lewis said.

Besides providing viewers a new cinematic experience, RealD is working on offering concerts, such as the Jonas Brothers and U2, in 3-D, and, in select cities, it aired an NFL football game Dec. 4 as a trial.

But concerts, sporting events and TV shows likely won't be broadcast to homes in mass quantities for three to five years, Lewis said. He said many TVs are 3-D enabled, but other required infrastructure is not technologically ready.

Video game players may see the technology at home before other consumers because the demand for 3-D games is increasing. RealD is also working to bring 3-D viewing to computers and PDAs, he said, but that, too, is further down

RealD Inc.

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Boulder, CO 80301

303-545-5843

www.reald.com

Michael Lewis and Joshua Greer, co-founders

Employees: 80

Primary service: 3-D visual media development

Founded: 2003

the road.

The company even works with various Fortune 500 companies, NASA and other governmental agencies to develop and enable 3D modeling and mapping.

But with 1,750 screens already enabled with RealD's 3-D technology and 7,500 more under contract, the focus is still on cinematic advancements.

"This has been a really rapidly growing market for us," Lewis said. "We want to change the way people experience their visual media."

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

DATAVAIL from 5A

Computer Economics, an industry analyst firm based in Irvine, Calif.

"There is a lot of routine database maintenance that service providers with the right tools and processes can handle more efficiently than small IT organizations," he said.

The datAvail vision for outsourcing is broader, Jones said. The firm offers each client a team of people and a continuum of database administration skills that a small company is unlikely to find in one affordable employee.

The 55 datAvail employees in India handle "trivial but essential" tasks including monitoring the database, responding to service requests and installing upgrades.

In Broomfield, another 40 datAvail employees focus on the more strategic elements of database management, including budgeting and system architecture.

Different skill sets in different geographies command different compensation levels. According to the BLS, the mean annual wage for database administrators in the Boulder metropolitan region is just less than \$70,000. Those in the bottom 10 percent nationally earn about \$39,000 a year.

datAvail customers range from tour operator Apple Vacations Inc. to software and telecommunications firms. Local customers include Webroot Software Inc. of Boulder, which provides tools for Internet and Web security.

In the remote database administration business model, the customer's database remains on the customer's premises and under the customer's control. Remote administrators supplement but do not displace internal database administrators.

For example, HealthMEDX Inc., which provides software for nursing homes and other extended-care facilities, has several

datAvail Corp.

11800 Ridge Parkway, Suite 125
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303-926-4888

www.datAvail.com

Ownership: privately held

Mike Jones, president and chief

executive officer; Myrle McNeal, vice

president, customer operations; Sloane

Stricker, chief technology officer; Mark

James, chief financial officer

Employees: 40 in Broomfield; 55 in India

Primary service: remote database administration for small- and mid-size businesses

Founded: 2008

internal database administrators. Engaging datAvail meant the Missouri company's internal staff was no longer continuously on call. In addition to reducing burnout and attrition, this allowed internal staff to focus more on strategic concerns.

datAvail was formed in early 2008 through the spinoff of the managed services operations of Denver-based Stratavia Corp. Financial backers include Jones, three other individual investors, Boulder Ventures Ltd., and private equity firm Montis Capital LLC of Boulder. Terms of the investment were not disclosed.

In June, datAvail relocated from Denver to Broomfield to take advantage of the fact that the Boulder metropolitan area has the nation's highest concentration of database administrators.

Jones said datAvail was break-even from the outset.

"We've invested in marketing, technology, and we've added staff," he noted. In 2009 he expects the company to its double revenues and staff and to achieve profitability.

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BOULDER COUNTY
**BUSINESS
REPORT**



COURTESY THE WHEAT FREE GOURMET

Mary Capone brought back the joy of cooking and eating after being diagnosed with celiac, a digestive disorder, by creating gluten-free recipes.

Italian chef outlines tasty, gluten-free family recipes in self-published cookbook

BY JENNIFER QUINN
Business Report Correspondent

After being diagnosed with celiac disease, a digestive disorder caused by eating foods containing gluten, Mary Capone wanted to bring back the joy of cooking and eating for people on restricted diets.

This meant eliminating the wheat and grains typically found in flour and replacing them with rice, potato and tapioca.

"My Italian heritage started me down this road," she said. "The two main other reasons, the Italian population has one of the highest instances of celiac and my love of food. I transformed the Italian diet to be gluten-free."

People with gluten dietary restrictions now can indulge in 140 recipes with "The Gluten-Free Italian Cookbook." Capone of Gunbarrel, north of Boulder, started creating the cookbook more than two years ago, which includes authentic family recipes for pastas, breads and pastries. Capone is also a chef, teacher and workshop leader.

As a sole proprietor she started The Wheat-Free Gourmet, a wholesale bakery, and is the director of The Wheat-Free Gourmet Cooking School run out of her own kitchen. Her husband, Tim

Benko, was the photographer for the cookbook, and Capone is teaching her daughter Maya the skills needed to run the business.

"I have always enjoyed cooking and came from a long line of restaurateurs, Italian chefs and cooks," Capone said. "When I figured out the reason I was not feeling well was because of the foods I was eating, I went to the kitchen to fix that. I started reinventing the Italian style of cooking."

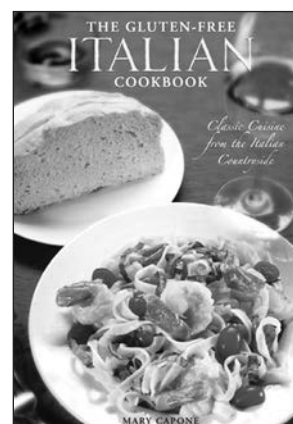
The self-published cookbook costs \$24 and offers more than good diet recipes and images of food. Cooks will gain the history of her family recipes, view images of Italy and read stories about Capone's life entwined with the food being created.

Recipes include biscotti, wild mushroom pizza, and cheese and spinach ravioli. The book also contains 135

dairy-free or casein-free variations each with step-by-step instructions. To purchase the book locally, visit the Boulder Bookstore or go online to Amazon or www.wheatfreegourmet.com.

Capone published 2,000 copies of her cookbook on the first printing. In one month she has sold more than 600, which she ships from her home each with a personalized note.

► See **Chef, 9A**



COURTESY THE WHEAT FREE GOURMET

"The Gluten-Free Italian Cookbook" sells for \$24.

Crocs, Skechers settle infringement lawsuit

BY BUSINESS REPORT STAFF

NIWOT — Crocs Inc. and Skechers Inc. ended a patent infringement lawsuit out of court, and Skechers will “discontinue production and sale of certain molded footwear styles,” according to a press release.

The lawsuits were resolved the week of Dec. 1 when the parties agreed on settlement terms “mutually acceptable to both companies.” Officials at neither company would divulge specific terms of the settlement.

“We are pleased that we were able to resolve these matters without either side having to absorb the energy and expense that ongoing litigation requires,” the companies said, in a joint statement.

Crocs (Nasdaq:CROX), a Niwot-based shoemaker, filed a lawsuit against Manhattan Beach, Calif.-based Skechers in Colorado’s U.S. District Court on July 10. Crocs accused Skechers of “pat-

ent infringement, trade dress infringement and dilution, unfair competition and deceptive trade practices arising out of the company’s manufacture, distribution and sales of footwear that is allegedly similar to several Crocs’ products,” according to a Skechers filing with the Securities and Exchange Commission.

According to the filing, Crocs sought actual damages, punitive damages, profits, and attorney’s fees and costs. It also wanted a preliminary and/or permanent injunction against the company to prevent any future manufacturing, distribution or sales of footwear that infringes Crocs’ design patents or trade dress or that uses any mark that is confusingly similar to Crocs’ animated crocodile design mark.

Skechers said it planned on “defending the allegations vigorously” and believed “the claims are without merit,” in its SEC filing.

CHEF from 8A

The startup cost of her business was \$5,000, and with the help of her friends and family she was able to do the marketing and create a Web site. Capone said she would like to hire more people in the future, but she currently uses freelancers on a project-by-project basis.

Classes offered include Classic Gluten-Free Italia: Gnocchi Bolognese and Marinara Sauces, Savory Winter Cuisine and Scrumptious Holiday Cookies, Cakes and Confections. The cost of each four-hour class is \$75 plus a \$20 grocery fee.

Students learn to cook hands-on using natural and organic ingredients. After creating the meal, the class eats dinner together.

Jim Quadracci, a Longmont resident and student of Capone for more than two years, said after his wife was diagnosed with celiac he was worried about fewer food options because of a gluten-free lifestyle.

“Mary’s classes are focused and offer a lot of recipes in a short period of time,” Quadracci said. “One of the things that prompted me to take the class was we tried the already prepared gluten-free food, and it is not up to par with what you can make at home. Mary introduced very tasty recipes into our diets and showed us how to add flavor using herbs and spices.”

Capone also conducts demonstrations and book signings at local stores including

Pharmacia and Oliv You & Me in Boulder and Cayenne Kitchen in Longmont.

Since 2007, Capone has doubled her revenue and number of students in her classes. She has created additional classes to accommodate overflow, and people can contact her to set up private classes or an appearance. The price will vary depending on the number of people attending.

Her flour mix, called Mary’s Baking Mix, is the staple ingredient for her recipes and may someday be available in grocery stores.

Capone said she sees a crossover between people who need to be on a gluten-free diet and others who feel better not eating wheat.

“I really want people to develop their cooking, which could be a beginner or professional chef,” she said. “People experience a high success rate using these recipes. You have to test through human subjects, and no one has gotten sick on these recipes.” Debbie Blanchard, a resident of Littleton, has taken Capone’s classes and bought her cookbook.

“My daughter and my husband have taken her classes. It is fun for the whole family,” Blanchard said. “Being gluten free is going against what the general population is doing. Mary’s recipes taste excellent and the cookbook has easy to follow instructions.”

INTERNET NEWS

Canvastic LLC, a Lafayette-based software company, launched an online version of its student publishing tool at www.canvastic.net. The company intends it for schools that can’t afford to buy the software program.


HiveLive Inc., a Boulder-based enterprise social software platform provider, released two new podcasts as part of its Thought Leader Podcast Series. The new conversations are with Rene Bonvanie, chief marketing officer of Serena Software. Download the podcasts at www.hivelive.com.

The **Human Rights Campaign Foundation**, a Washington, D.C.-based LGBT civil rights organization, released

its 2009 “Buying for Equality” guide, aimed at helping consumers identify hundreds of businesses and brands that support equality and fairness in the workplace for the LGBT community. Visit www.hrc.org/buyersguide.


Savor the Success, a New York-based social network for female entrepreneurs, launched its first Holiday Catalog, containing products from women business owners. Visit www.savorthesuccess.com/holiday-catalog-2008.

Eco-Cycle Inc., a Boulder recycling nonprofit, launched its “Zero Waste Holiday Guide” online at www.ecocycle.org/seasonal/winter.



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Backing up data online is great ... when it works

Data backups always have been a problem for PC users.

The challenge has been to reliably copy data from one's computer to some kind of data-storage device — tape, a hard drive, another computer's hard drive, and so on — and then be able to retrieve the data quickly and easily if necessary some time in the future.

At one time the only practical way to back up large amounts of data off a PC was onto tape. But backup tape had a dirty little secret; it was incredibly unreliable. I believe these backup-tape devices bordered on a scam, in fact. They seemed to back up well enough, but when you tried to retrieve the data you would often find it in recovered.

After tape devices came various disk devices, and zip drives and even hard drives. For a long time I would back up data onto a large hard drive, and then take it to a safe-deposit box at the bank. But even these systems weren't great. There's the hassle of finding appropriate software — often decent hardware came with terrible software — getting the backup off site to a secure location, switching backups now and then, and so on.

Wouldn't it be great if you could just turn on a backup system and it did "everything" for you? That's the promise of the new online backup systems, such as Carbonite, iDrive, XDrive, Mozy, Elephant-

Drive, BackupDirect.net. Even Amazon is in on the game selling storage space for 15 cents a gigabyte per month, through third-party services such as JungleDisk.com. These services automatically transfer data from your computer — once a day, maybe, or even multiple times during the day when your computer is not in use. The data is encrypted and transferred onto large storage computers somewhere out there on the Internet, computers in secure locations with backup power, fire and flood protection, even intruder security, such as biometrics devices that identify people entering the facility.



GEEK NEWS

Peter Kent

I've used many of these services; I've been seeking the perfect online backup service for years. I think I first tried using XDrive for complete backups seven or eight years ago; at the time XDrive was great for backing up a small number of files, and they claimed you could do large backups ... but you couldn't, it simply did not work. A few years later I used Mozy, which, again, was great for a few files but had huge problems managing large backups.

More recently, though, online backup services have improved greatly, and the speed of your home broadband service has increased dramatically, too. One of the weaknesses of these systems is that if you're backing up a large hard disk on a mediocre broadband service, it can take literally weeks to get it backed up; once the initial backup is done, incremental backups don't take much time, and restores are fast because broadband download speeds are generally "much" faster than upload speeds.

I do use these services, but I'm here to warn you ... regardless of all the great reviews in the computer press, these services have serious bugs. Now, I'm not naming names, but I've worked with a couple of the top services, directly with their development staff who has admitted to me that there were serious bugs. What have I seen? Well, how happy would you be if you found that important files — such as your Outlook e-mail — had not been backed up for weeks? Or if when you select "back up this file now" the file "isn't" backed up? Or if you discover that your backup system hasn't worked "at all" for a week due to an (admitted!) bug in the software?

Right now this software is nowhere near 100 percent reliable. I simply don't trust any of them 100 percent, so what should you do? Well, here are my recommendations.

First, you should use online backup. In fact, you should use two systems. They're so cheap you could get two systems for \$100 a year, and back up at least 150 gigabytes on each service ... unlimited backups in some cases. I'm currently using Carbonite and iDrive. Carbonite has no limit, while iDrive has a 150-gigabyte limit; each costs less than \$50 a year. I use Carbonite in "instant backup mode" and let iDrive back up at night.

Don't be swayed by how fantastic a service sounds in the magazine reviews and go with just the best-rated one. These reviews are based on short-term use of the product, and the reviewers generally haven't been using the systems long enough to see the serious bugs. At the time of writing, there are still serious bugs in these products; again, none are 100 percent reliable.

Once installed, get to know all the features of both backup systems; spend a few hours learning them. Your data is worth the time. And finally, check up on them now and then. Make sure that both systems are doing what they are supposed to do, and that your important files are being backed up. In the words of Ronald Reagan ... trust, but verify!

Peter Kent the author of "Search Engine Optimization for Dummies." For more information, visit www.PeterKentConsulting.com, or e-mail GeekNews@PeterKentConsulting.com.

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Windhorse Guild promotes different psychotherapy

BY CAROL MASKUS
Staff Writer

BOULDER – Boulder residents may soon be learning more about contemplative psychotherapy.

The Windhorse Guild Inc., a Boulder-based 501 c (3) nonprofit dedicated to the subject, has quietly existed in the mental health world since 2000 and has just gotten the extra oomph to give it more visibility.

Until recently, the nonprofit had been run by a volunteer board of psychotherapists. But it has just hired its first employee, René Brodeur, who will work 15 hours a week as executive director to promote it, develop fundraising and extend its purpose with new projects. Additionally, the nonprofit has rented out an office in North Boulder.

The type of psychotherapy the nonprofit promotes is the Windhorse Therapy method, which was developed by Edward Podvoll and other scholars at Boulder's Naropa University in the early '80s.

"In this approach, for every client we create an individually tailored therapy environment, addressing their needs in a whole-person manner," wrote Charles Knapp, a Windhorse board member, in a paper on the subject. "A key element of potency in this approach, both in its view and experience, is that no matter how severely confused a mind has become, recovery is possible."

The method is usually home based and



JONATHAN CASTNER

René Brodeur, left, executive director of Boulder-based Windhorse Guild Inc., and Charles Knapp, a board member for the nonprofit, are working to promote the Windhorse Therapy method, which came out of Boulder's Naropa University community in the early '80s. The therapy is designed to create an individually tailored mental therapy environment.

"can include housemates, basic attenders – people who show up and spend an hour or two with the person – a therapist, psychiatrist, nutritionist and/or acupuncturist," Brodeur said. "All these people provide care and ritual, and support the person in a team environment."

Knapp is co-director and co-founder

of Windhorse Community Services, a company that began in 1990 to give these services to people who needed them, especially those in more severe mental states. The Windhorse Guild grew out of the company as a foundation that gave out treatment grants to patients who couldn't afford the services.

Last year there were three people using the treatment grants, and this year there are two. A typical grant is worth \$7,500 or \$8,000 for a year.

"The selection process isn't easy when you're working with limited resources and a greater need," Brodeur said. "The grants go to people who we can help get to the next level of functioning with a little extra help."

With the hiring of Brodeur, the nonprofit is not only continuing to give out grants but concentrating on two other projects. The first is public outreach in the forms of dialogues, and the second is an archive project.

The nonprofit has been producing dialogues, or public events to raise awareness about mental health issues, for a few years. It just recently held its sixth – a film screening at the Boulder Public Library titled "Someone Beside You." In it several therapists, including Podvoll, who is considered the founder of the Windhorse Therapy method, talk about possible recovery from more extreme mental states. Brodeur said about 200 people attended the screening. Because the guild suggested a \$10 donation to see the film, the dialogues are considered a form of fundraising.

With the archive project, the guild is collecting all things related to the Windhorse Therapy method – interviews with Podvoll, documents and videos and putting them on its Web site. The intent of the project is to preserve the intellectual

► See **Windhorse**, 12A

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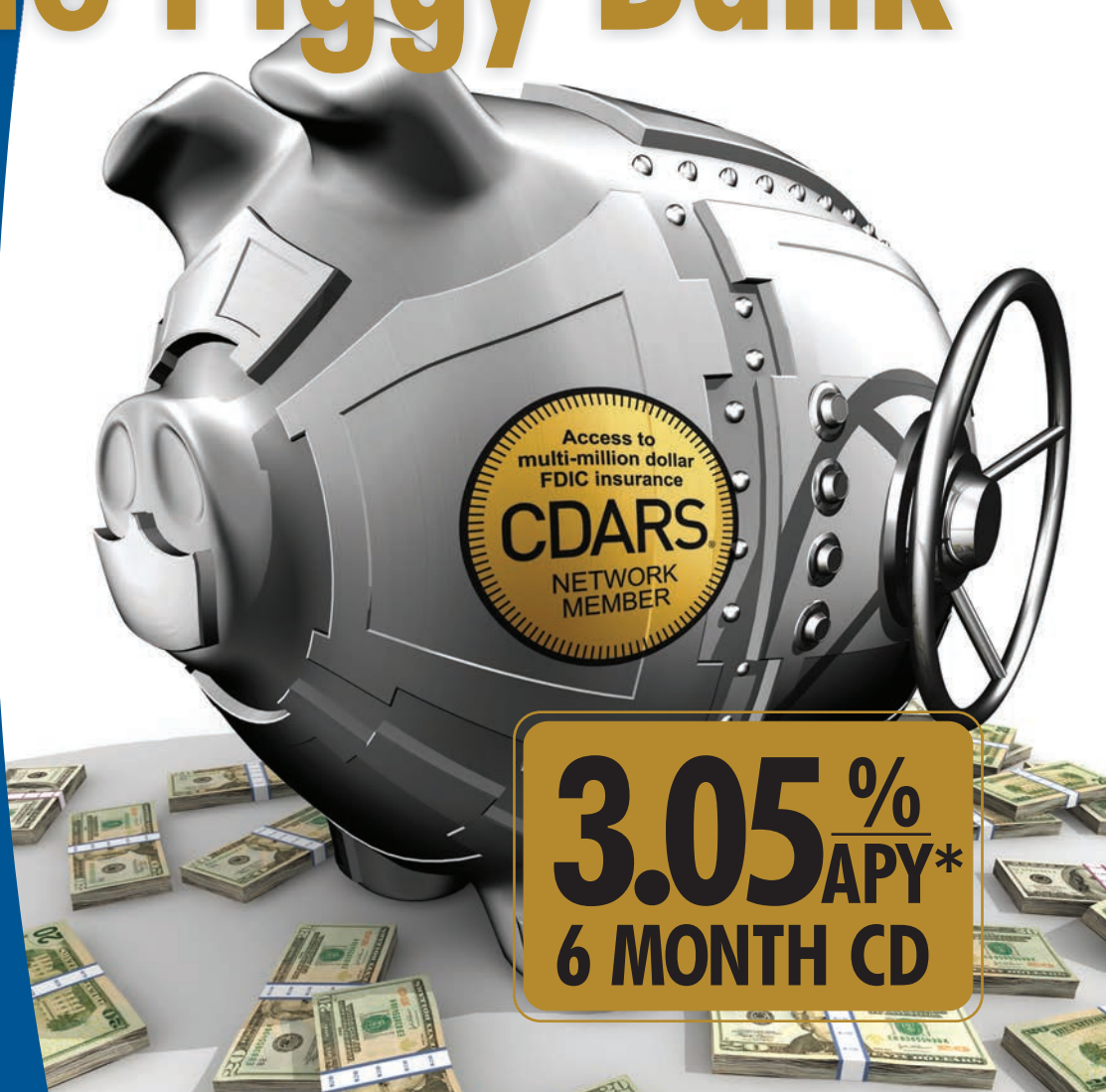


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Green Ride seeks PUD approval to operate in N. Colorado

BY BOB McGOVERN
Managing Editor

FORT COLLINS — Green Ride Colorado, a Fort Collins-based cab company, is seeking approval from the Public Utilities Commission to offer an environmentally friendly taxi service in Longmont, Fort Collins, Greeley and Loveland.

If approved, the company also will offer a shuttle service from the four cities to Denver International Airport.

Bob Flynn, owner of Green Ride Colorado, has been gathering public support from people in the four cities. He said the

company plans to send an application to the commission next week.

"It's tough. We have to apply to the Public Utilities Commission, and before we apply we have to make sure we have enough public support so the Public Utilities Commission can truly understand that there's a public need," he said. "If there's no public need then they will not grant us the authority."

After Flynn submits the application there is a 30-day waiting period "to give other companies an opportunity to intervene on our application," he said. If no company intervenes Green Ride

Colorado will get the authority to serve the four cities. If another company does intervene, the commission sets a date for a public hearing.

"We will continue to collect public support so when we have a hearing - because I assume we're going to have a hearing — we can have people speak in our favor," Flynn said.

The company currently has one car — a Toyota Prius — to "show people the concept," Flynn said.

Green Ride Colorado will add more cars to the fleet once it gains approval from the commission.

"We're going to look at several options, but having something that has a great fuel economy is certainly important for us."

Flynn does not yet know the cab rates.

Green Ride Colorado has already gotten calls from potential drivers. Flynn said the drivers will work for the company on set wages with benefits. If all goes to plan, he expects to be out on the road in the next "one or two months."

Contact writer Bob McGovern at 303-440-4950 or e-mail bmcgovern@bcbr.com.

WINDHORSE from 11A

property of the method's founders and to serve as a resource for its practitioners and others interested in it. The nonprofit is in the beginning phases of this project.

The Windhorse Guild began with a \$200,000 gift from a family that wishes to remain anonymous. It has received smaller additional donations over the years, often from families of former patients at Windhorse Community Services.

Up until the economic downturn, the funds were in an investment and had been generating the cash to provide treatment grants each year. But now that the stock market is down, Windhorse is fundraising more creatively. Besides the dialogues, Brodeur is approaching the public through direct-mail campaigning and talking to some larger foundations such as The Den-

"If my child was sick, and I wanted the best treatment possible, this is where I would come. They don't toot their own horns so much — they are humble — but it is a really great honor to be a part of it."

René Brodeur

EXECUTIVE DIRECTOR,
WINDHORSE GUILD INC.

ver Foundation, The Community Foundation Serving Boulder County and the Anschutz Family Foundation.

"The guild is really challenged with the economic conditions right now, but we're really trying to get the word out,"

Brodeur said. "This method of therapy is really where we need to go in the future."

Other developments with the nonprofit include plans to publish a book on the Windhorse Therapy method,

which Knapp is writing. Some Windhorse Community Services therapists are also traveling to Austin, Texas to train therapists for the opening of a new Windhorse therapy practice. The Guild hopes to give out four \$8,000 treatment grants in 2009, host two dialogues and host an educational conference.

"The directors of Windhorse Community Services are the leaders behind a great movement," Brodeur said. "If my child was sick, and I wanted the best treatment possible, this is where I would come. They don't toot their own horns so much — they are humble — but it is a really great honor to be a part of it."

Contact writer Carol Maskus at 303-440-4950 or e-mail cmaskus@bcbr.com.

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BANKING & INVESTING

Crestone invests outside traditional markets, 14A

Growing at a slower pace

Boulder Valley-based banks report third-quarter 2008 assets, loans and leases, loan defaults and foreclosures.

Bank	Assets	Quarterly/Yearly % Change	Loans and Leases	Quarterly/Yearly % Change	Loan Defaults and Foreclosures	As a % of Loans and Leases
AMG National Trust Bank	\$99,683,000	12.8%/n/a	\$13,406,000	59%/n/a	\$0	0%
FirstBank of Boulder	\$499,327,000	2.1%/4%	\$193,730,000	13.4%/16.7%	\$3,226,000	1.7%
FirstBank of Longmont	\$416,774,000	3.7%/1.3%	\$120,280,000	1.8%/8%	\$1,592,000	1.3%
FirsTier Bank	\$732,188,000	11.6%/80.3%	\$679,717,000	8.9%/76.6%	\$8,676,000	1.3%
Flatirons Bank	\$48,886,000	16.8%/0.7%	\$31,366,000	-11.9%/-10.6%	\$5,000	0.02%
Mile High Banks	\$1,299,854,000	1.8%/9.2%	\$1,257,081,000	1.3%/18.6%	\$21,622,000	1.7%
Summit Bank & Trust	\$70,756,000	21.7%/48.7%	\$55,120,000	30%/74.4%	\$1,534,000	2.8%
Total*	\$3,167,468,000	5.2%/18.1%	\$2,350,700,000	4.9%/30.7%	\$36,655,000	1.6%

* Total yearly percent change calculations do not include AMG because it was not yet chartered in the Boulder Valley a year ago.
Source: Federal Deposit Insurance Corp.

Local loan growth slow, defaults rise

BY DAVID CLUCAS
Staff Writer

Local banks reported slower loan growth and a higher rate of loan defaults during the third quarter of 2008.

The seven Boulder Valley-based banks grew the value of their loan portfolios by 4.9 percent during the third quarter to about \$2.35 billion as of Sept. 30, 2008, according to the latest figures from the Federal Deposit Insurance Corporation. That pace of quarterly growth is slightly lower than the 6.1 percent increase during the third quarter of 2007.

The local banks based in Boulder or Broomfield counties include AMG National Trust Bank, FirstBank of Boulder, FirstBank of Longmont, FirsTier Bank, Flatirons Bank, Mile High Banks and Summit Bank & Trust.

On a 12-month basis, the banks grew their loan portfolios by a healthy 30.1 percent. But loan defaults and foreclosures grew at a faster annual pace — more than tripling to about \$33.7 million. At the end of the third quarter, troubled loans accounted for 1.6 percent of the banks' total loan portfolios — up from just 0.57 percent a year ago.

Not surprisingly, the most recent quarterly figures represent a slowing loan market for Boulder Valley-based banks. The more significant data may come after the fourth quarter when the full effects of a plunging stock market in October and November will

be more evident.

The third quarter figures show that local banks slowed their loan growth in all areas, but they particularly curtailed loans for construction and land development — the early stages of real estate projects.

ON A 12-MONTH BASIS, the banks grew their loan portfolios by a healthy 30.1 percent. But loan defaults and foreclosures grew at a faster annual pace — more than tripling to about \$33.7 million.

Mile High Banks and Flatirons Bank cut their construction and land development loan portfolios by 22 percent and 29 percent, respectively, during the quarter.

AMG National Bank kept its portfolio unchanged.

Summit Bank & Trust and FirstBank of Longmont grew their construction and land development portfolios by less than 4 percent.

FirsTier grew its portfolio by 8.5 percent. FirstBank of Boulder was the most aggressive of the group, growing its construction and land development loan portfolio by 54 percent.

About one-third of the total \$33.7 million loan defaults and foreclosures

FirstBank, AMG pass on TARP

BY DAVID CLUCAS
Staff Writer

BOULDER - Three Boulder-Valley based banks have decided not to participate in the U.S. Treasury's Troubled Assets Relief Program.

Officials with Boulder-based AMG National Trust Bank, FirstBank of Boulder and FirstBank of Longmont said they did not need financial assistance from the government.

"We are very well capitalized, so we felt like we didn't need more money," said Tom Chesney, president of the commercial banking division at AMG. "From my personal point of view, I've already got the government as a regulator; I don't need them as a business partner."

FirstBank Chief Operating Officer Dave Baker said neither the Boulder nor Longmont charter would partake in the program.

The TARP program is part of the government's \$700 billion bailout

plan and would allow the Treasury to make investments into the banks by purchasing preferred bank securities and warrants. The deadline for most private banks to participate was on Dec. 8.

Officials with Longmont-based Mile High Banks and Broomfield-based Summit Bank and Trust were unavailable for comment.

Broomfield-based FirsTier Bank and Boulder-based Flatirons Bank, both S corporations, are still awaiting guidelines from the U.S. Treasury on how TARP would be structured for their type of institutions.

Larger national, publically traded banks participating in the program have begun receiving their funds from the government, including Chase, Wells Fargo, Key, Vectra, U.S. and TCF banks, which have a presence in the Boulder Valley.

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

on the banks' books as of Sept. 30, 2008 came from construction and land development loans. Another one-third came from existing residential properties, and the final one-third was spread out

between business loans and existing commercial properties.

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

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MILE HIGH BANKS

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FDIC

Crestone invests client wealth outside traditional markets

Boulder-based firm keeps tight ratio of employees to clients

BY DAVID CLUCAS
Staff Writer

BOULDER—Crestone Capital Advisors LLC has nearly as many employees — 35 — as it does clients — 42.

From a wealth-management perspective, that's a good thing.

The employees at Boulder-based Crestone are managing the financial future for entrepreneurs and their families with a minimum of \$27.5 million of investable assets, so the personalized and dedicated approach is expected. In total, Crestone has more than \$1.1 billion under advisement.

This summer, Wealth Magazine named the company as 12th best in the nation, and No. 1 in Colorado, for average assets managed per client. Crestone also garnered accolades as the 18th best company to work for in Colorado in 2008, according to ColoradoBiz Magazine.

The company was founded by co-owner Eric Kramer in 1991 as the Eric J. Kramer Co. In 2001, it changed to Crestone Capital Advisors, adding Michael Sherman, Doug Bonnette and Jeremy Shelvin as co-owners along the way.

Crestone directs broadly diversified portfolios focused on less traditional investments, such as hedge funds, com-



PETER WAYNE

Eric Kramer, left, founded Eric J. Kramer Co. in 1991. In 2001, it was renamed Crestone Capital Advisors, adding Doug Bonnette, center; Michael Sherman and Jeremy Shelvin, not pictured, along the way as co-owners. The Boulder-based wealth-management firm has more than \$1.1 billion under advisement.

modities, natural resources and real estate. It also provides income tax planning, estate planning and philanthropic giving services to its clients.

Some of its real estate investments are

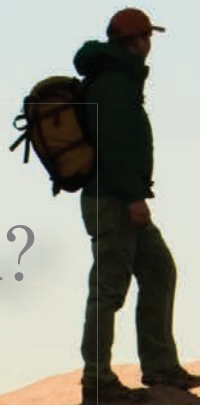
close to home in the Boulder Valley.

On behalf of its clients, Crestone recently purchased the 101,130-square-foot engineering and research building at 4775 Walnut St. in Boulder for \$7.3

million in October. Earlier this year, it purchased the 62,565-square-foot office building at 5395 Pearl Parkway in Boulder, formerly occupied by Carrier Access,

► See **Crestone, 15A**

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AeroGrow International fights Nasdaq delisting

BY RYAN DIONNE
Staff Writer

BOULDER – AeroGrow International Inc. appealed a Nasdaq Staff Determination letter Dec. 3 in hopes of not being delisted from the exchange, according to the company.

John Thompson, Boulder-based AeroGrow's vice president of investor relations, said after filing the appeal, the company was granted a review. The review is scheduled for sometime in January, but Thompson didn't know exactly when and couldn't comment further.

AeroGrow (Nasdaq: AERO) received the Nasdaq letter Nov. 26 informing the indoor gardening product manufacturer that it hadn't regained Nasdaq compliance with Marketplace Rule 4310(c)(3).

The rule requires the company to maintain at least \$2.5 million in stockholders' equity, a market value

of its listed securities of at least \$35 million or a net income from continuing operations of at least \$500,000 for the most recently completed fiscal year or two of the three most recently completed years.

In August the company was warned that it was out of compliance at which time AeroGrow officials submitted a plan to regain and sustain compliance.

"The company has no doubt that it will remain on the Nasdaq," AeroGrow Chairman of the Board Jack Walker said in August. Company officials were not available for comment Wednesday.

Though the appeal gives AeroGrow another chance, it still faces delisting. If that happens, AeroGrow plans to trade stock on OTC Bulletin Board system, according to the company.

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

CRESTONE from 14A

for \$6.25 million in March. It purchased the 18,861-square-foot office building at 2900 Center Green Court South in Boulder for \$2.35 million in March 2007, and the 42,000-square-foot office building at 400 Centennial Parkway in

“It doesn't feel like Colorado got as overheated as some of these other urban markets on the coast. And there certainly wasn't overbuilding here. But it all comes down to job creation.”

Michael Sherman

CO-OWNER,
CRESTONE CAPITAL ADVISORS LLC.

Louisville for \$3.5 million in July 2004.

Sherman sees the commercial real estate market slowing down in the years ahead, but he thinks Boulder Valley real estate will remain steady.

"It doesn't feel like Colorado got as overheated as some of these other urban markets on the coast," he said. "And there certainly wasn't overbuilding here. But it all comes down to job creation."

While Crestone got its start in real estate, its other investments in hedge funds, commodities, natural resources have become a larger part of the company, Sherman said. All of which have performed relatively well in a tough market.

Crestone Capital Advisors LLC

1050 Walnut St., Suite 402
Boulder, CO 80302
303-442-4447
www.crestonecap.com
Eric Kramer, Michael Sherman, Doug Bonnette and Jeremy Shevlin, co-owners
Employees: 35
Primary service: Wealth-management and investment advice
Founded: 1991

"That's doesn't mean to say we're not down in this market, but we've performed better than the traditional equity markets," he said. Crestone's strategy is to avoid investments that are overvalued and pick up bargains where they are undervalued.

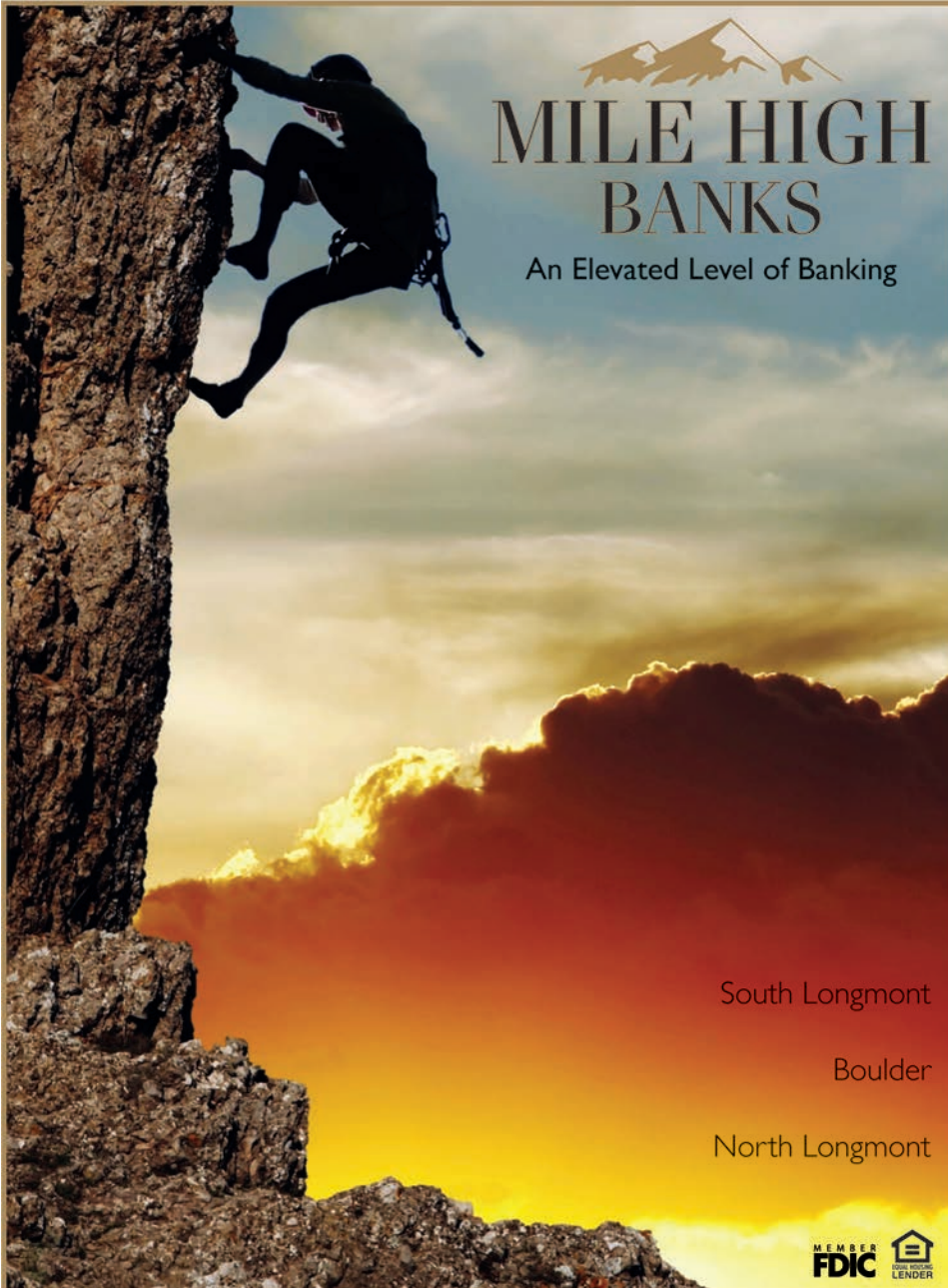
It might be a little early for some bargain shopping in residential real estate and financials, he said. "And we still think commodities are overvalued, but they've been moving down quickly, so that statement is fluid. It's our expectation that things will get better around mid-2009. The markets will turn up six to nine months before the economy gets better."

Sherman said calls from clients have increased as the markets sour.

"We get some nervous calls, but we also get calls on how we can take advantage at these lower values," he said. Keeping the communication lines open with clients is key for Crestone to help soothe some nerves, he said.

And with that low employee-to-client ratio, it should be pretty easy to keep in contact with Crestone.

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



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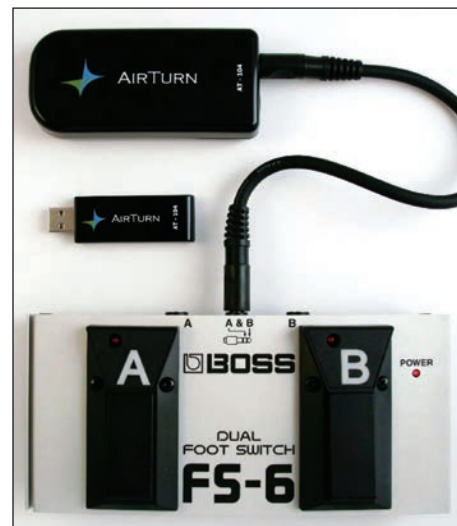
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PRODUCT UPDATE

Albeo Technologies, a Boulder-based developer of LED lighting, released its 2009 product catalog, ideal for industrial and commercial customers. The company's products are designed to reduce energy and maintenance spending.

The Operational Land Imager being built by Boulder's **Ball Aerospace & Technologies Corp.** for the Landsat Data Continuity Mission, the eighth in the Landsat satellite series, has successfully passed the instrument critical design review. The ICDR team reviewed OLI systems architecture, as well as detailed analysis of integration and the test approach including validation and calibration.

Camp Bow Wow, a Boulder-based franchisor of dog day care and boarding facilities, launched an in-home pet care service, which is also available as a franchise opportunity. Home Buddies by Camp Bow Wow will offer dog walking and pet sitting for dogs, cats, birds, fish, small mammals and reptiles. It will also have a shuttle service to and from vet offices and Camp Bow Wow, grooming and training services, care for special needs, pet food delivery and pet waste clean-up services.



COURTESY AIR TURN INC.

Air Turn Inc., based in Boulder, launched its AT-104 wireless page turner, a device that helps musicians read music digitally. The device turns electronic pages through a foot pedal attached to a computer.

Exist, a Philippines-based software company with operations in Boulder, released Maestro S+, an extension to its open source build management platform, Maestro, fortified to run integrated testing using Selenium. An introductory video to demonstrate the cloud-based automated build-deploy-test process, is available at www.exist.com/buildandtest.

Covidien, a health-care company with operations in Boulder, announced that its Hi-Lo Evac endotracheal tube was named part of Premier Healthcare Alliance's QUEST Comparative Innovation Program. The Hi-Lo Evac tube, which helps reduce ventilator-associated pneumonia, was selected based on clinical evidence and potential impact on the five QUEST measurement areas – mortality, cost of care, evidence-based care, patient experience and harm avoidance.



COURTESY TELLORY INC.

Tellory Inc. in Lafayette, formerly Chello Foods, has launched its Piccolo Foods line of dips and spreads including artichoke pesto. The new brand of artisanal, preservative-free dips, pestos, spreads and tapenades has 16 varieties and are being introduced in special foods markets and grocery stores in New York City, New Jersey, New Mexico and King Soopers in Colorado.

The **LXI Consortium** (LAN eXtensions for Instrumentation) in Nivot approved and released Revision 1.3 of the LXI Standard. Revision 1.3 of the LXI Standard allows a manufacturer of Class C compliant instruments to customize their offerings by adding selected features from Class B or Class A categories. Users benefit from an expanding selection of products with advanced features without having to pay for features they don't need.

The bandwidth-shaping products of Lafayette-based **APConnections** passed testing by independent laboratory Candela Technologies with positive results.

Silicon Mountain Holdings Inc., a Boulder-based technology company specializing in computing products, has released its Allio high-definition LCD-TV. The TV has a PC and Blu-ray/DVD player and is available at 10 online retailers and resellers, including Amazon, CompUSA and DataVision.

Thumbuddy to Love is a new Boulder company that released a book and finger puppet designed to help young children stop sucking their thumbs. It's available at the Tattered Cover, Boulder Bookstore and Ginger and Pickles.

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BUSINESS BROKERS

(Ranked by total number of employees.)

RANK	PREV. RANK	Company Full Address Phone/Fax	No. full-time employees	Products/Services	Person in Charge, title Title Year Founded Web site
1	1	FRONT RANGE BUSINESS BROKERS OF BOULDER 5350 Manhattan Circle, Suite 103 Boulder, CO 80303 303-499-6008/	4	Businesses for sale, franchise listings, seller's guide, completed transactions, valuation, maximizing value, buyer's guide, buyer search.	Suzanne M. De Lucia President 1986 www.frontrangebusiness.com
2	2	LINDAHL & ASSOCIATES 4450 Arapahoe Ave, Suite 100 Boulder, CO 80303 303-415-2593/	3	Concentrates in businesses with transaction values in the \$1 to \$10 million dollar range.	Tom Lindahl Owner N/A N/A
3	3	FLATIRON VENTURES, INC. 1600 38th St., Suite 203 Boulder, CO 80301 303-440-6141/866-310-1376	2	Specializes in businesses with asking prices between \$200,000 to \$1.5 million. An area of emphasis in the "Green Industry" and complex business situations.	Merle T Northrop Managing Broker 1979 www.BusinessSolutionsAdvisory.com
4	4	MAGIN & ASSOCIATES INC. 716 S. Longmont Ave. Lafayette, CO 80026 303-475-0493/303-665-1334	1	Specializes in food, beverage, recreation business opportunities, with or without the real estate, site location and development.	Bob Magin Owner 1999 www.bobmagin.com

N/A: Not available.

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

SOURCE: BUSINESS REPORT SURVEY
RESEARCHED BY Beth Edwards

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EXECUTIVE SUITES

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

RANK	PREV. RANK	Suite Name Address Phone/Fax	Size of facility in sq. ft. No. of offices for lease No. of windowed offices Rates per month	Services/amenities OK to change offices during lease?	Vacancy rate last year Floor offices are on No. of local offices No. of offices elsewhere	Contact name & phone	Headquarters Year established Year building built Web site
1	1	THE REGUS GROUP DBA HQ GLOBAL WORKPLACES 11001 W. 120th Ave., Suite 400 Broomfield, CO 80021 303-410-4200/303-410-4299	76,000 50 N/A N/A	Fully furnished and equipped offices and meeting rooms, professional staff, worldwide Regus network access, video conferencing facilities, high-speed Internet and free, unlimited parking. N/A	N/A N/A 1 950	N/A	Dallas 1999 1999 www.regus.com
2	2	OFFICE EVOLUTION 1942 Broadway, Suite 314 Boulder, CO 80302 303-376-6200/	24,261 55 40 \$30 and up virtual, \$402 to \$4000 suites	Private offices, virtual offices, live-answer receptionists, conference rooms. Yes	N/A Second to fifth 5 9	Candice Brunner, 303-376-6200	Boulder 2003 N/A www.officeevolution.com
3	4	THE HISTORIC HIGHLAND BUILDING 885 Arapahoe Ave. Boulder, CO 80302 303-447-2641/303-447-1392	23,000 20 20 \$1,200 to \$2,000	Reception, conference room, full kitchen, onsite parking, fax, copier, Intenet, phones, voice mail, cleaning and flower program. Yes	0% All 1 0	N/A	Boulder 1978 1891 www.historichighland.com
4	2	OFFICE EVOLUTION 357 S. McCaslin Blvd., Suite 200 Louisville, CO 80027 303-376-6200/	20,373 66 47 \$30 and up virtual, \$375 to \$1,000 suites	Private offices, virtual offices, live-answer receptionists, conference rooms. Yes	N/A Second 5 9	Wes Perry, 303-376-6200	Boulder 2003 N/A www.officeevolution.com
5	6	THE REGISTRY 1113 Spruce St. Boulder, CO 80302 303-447-1500/303-447-1511	20,000 30 N/A N/A	Full-time professionally staffed reception area, two conference rooms, T1, Lucent phone system, Audix voicemail, copier, fax, mail services, full kitchen including fresh-brewed coffee, workout room, showers, rooftop deck, parking passes, 24-hour access, on-site property management. N/A	N/A N/A 1 0	N/A	Boulder 1984 1984 N/A
5	6	WEST END SUITES 1035 Pearl St. Boulder, CO 80302 303-625-1007/303-625-1030	20,000 65 40 \$400 and up	Reception, two conference rooms, VoIP phones, two T1 lines, answering service, parking, full-size gym with shower, full kitchen/cafe, views of Flatirons. Yes	2% Second, third and fourth 1 0	Melinda, 303-625-1007	Boulder 2004 1989 www.westend-plaza.com
7	2	OFFICE EVOLUTION 4730 Walnut St., Suite 108 Boulder, CO 80301 303-376-6200/	15,783 46 37 \$30 and up virtual, \$500 to \$950 suites	Private offices, virtual offices, live-answer receptionists, conference room. Yes	N/A First and second 5 9	Krista Carr, 303-376-6200	Boulder 2003 N/A www.officeevolution.com
8	8	1526 SPRUCE PARTNERSHIP 1526 Spruce St. Boulder, CO 80302 303-928-2345/303-442-0815	11,000 16 N/A N/A	Near Pearl Street Mall, multi-office suites to individual executive suites, personalized reception services. N/A	N/A N/A 1 0	N/A	Boulder 1986 1986 N/A
9	9	INTELLIGENT OFFICE 4450 Arapahoe Ave., Suite 100 Boulder, CO 80303 303-447-9000/303-415-2500	8,000 22 22 \$450	Virtual offices and executive suites. Yes	10% First and second 1 42	Jake Nordquist, 303-447-9000	Boulder 1995 1995 www.intelligentoffice.com
10	NR	EXECUTIVE STUDIOS 1515 Ironhorse Drive Longmont, CO 80501 720-864-2864/720-864-2867	5,600 17 6 \$400 and up	Furnished offices, natural light, guest lobby, high-tech conference rooms, 24-hour access and more. Yes	N/A Second 1 0	Jessica Rodriguez, 720-864-2864 ext. 105	Longmont 2008 2000 www.execstudios.com
11	2	OFFICE EVOLUTION 2101 Ken Pratt Blvd., Suite 200 Longmont, CO 80501 303-376-6200/	4,308 12 8 \$30 and up virtual, \$500 to \$950 suites	Private offices, virtual offices, live-answer receptionists, conference rooms. Yes	N/A Second 5 9	Sarah Kittle, 303-376-6200	Boulder 2003 N/A www.officeevolution.com
12	2	OFFICE EVOLUTION 4845 Pearl East Circle, Suite 101 Boulder, CO 80301 303-417-6300/303-417-6301	3,052 Virtual N/A \$30 and up	Virtual offices, live-answer receptionists, conference rooms. Yes	N/A First 5 9	Emily Larson, 303-376-6200	Boulder 2003 N/A www.officeevolution.com
NR	3	CORPORATE OFFICE CENTERS 370 Interlocken Blvd., 4th floor Broomfield, CO 80021 303-327-1400/303-327-1499	N/A 71 34 \$95 and up virtual, \$720 and up suites	Permanent, temporary, and virtual offices—furnished or unfurnished, high-speed Internet, meeting rooms, administrative support, receptionists, appointment setting. Yes	N/A Second 1 25	Christy Silva, 303-327-1400	Arlington, Texas 1998 1999 www.corporateofficecenters.com
NR	NR	SPRUCE STREET MANSION 1123 Spruce St. Boulder, CO 80302 303-442-5200/	N/A N/A N/A N/A	N/A N/A	0% N/A 1 0	N/A	Boulder 1875 1875 www.sprucestreetmansion.com
NR	NR	VICTORIA INN & APARTMENTS 2400 W. 17th Ave. Longmont, CO 80503 303-772-4667/303-651-5441	N/A N/A N/A N/A	Apartments and executive suites. Fully equipped kitchens, fireplaces, washer and dryer in suites, high-speed Internet, expanded cable package, free local phone calls, maid service available. N/A	N/A N/A 1 0	N/A	Boulder 1984 N/A www.victoriainnaps.com

N/A: not available. SOURCE: BUSINESS REPORT SURVEY
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fiscal 2009 year.

In a memo to staff, Vail Chief Executive Robert Katz said the Broomfield-based ski resort company saw its advance bookings significantly decline in the early season leading to a cloudy revenue picture for the season.

Katz said the company's balance sheet is still strong, and its resorts (Vail, Breckenridge, Beaver Creek and Keystone in Colorado) are in good position for the future of the industry.

Katz said the layoffs were across the board up to director levels of the company. He did not specify how many jobs were lost at the Broomfield headquarters.

Happy Noodle House to open

BOULDER — The Happy Noodle House will be opening in mid-January at 835 Walnut St. in Boulder.

The restaurant is being opened by Dave Query, owner of the Big Red F Restaurant Group, a collection of five Boulder restaurants including Zolo Grill, Jax Fish House, the West End Tavern, Lola Costal Mexican and Centro Latin Kitchen.

"We will feature authentic, traditional and affordable Asian-inspired noodle bowls cooking with udon, soba and ramen served hot and cold," Query said. "A wide variety of small plate starters and fantastic vegetable sides will also be offered."

James Van Dyk, executive chef of Cliff Young's in Denver and owner of

the Gateway Café in Lyons, will be the executive chef and partner of the Happy Noodle House. Van Dyk worked as a chef in Japan for four years.

Plan Source buys Spokane firm

LOUISVILLE - PlanSource, a human resources and benefits administration company based in Louisville, has acquired Spokane-based Instant Benefits Network for an undisclosed amount.

PlanSource, which has four employees in Louisville and 18 in Salt Lake City, will keep its name. The merger nearly doubles the company's broker network.

"We're planning to hire 10 to 12 employees in Louisville, and our expansion plans in Salt Lake are even greater," said Scott Carver, chief executive of PlanSource. "In Louisville we have executive offices, sales and marketing. Operations and technology are out of Salt Lake. Now, we'll have additional operations and technology support out of our Spokane office."

Level 3 promotes Storey

BROOMFIELD - Jeff K. Storey has been named president and chief operating officer of Broomfield-based Level 3 Communications Inc. (Nasdaq:LVT) replacing Level 3 co-founder Kevin O'Hara.

O'Hara had held both jobs until resigning in March.

Storey, 48, will report to Chief Executive James Q. Crowe. Storey previously was president of Leucadia Telecommu-

nications Group, part of Salt Lake City-based Leucadia National Corp.

He also spent five years with WilTel Communications and its predecessors. He was president and CEO of WilTel from 2002 until its sale to Level 3 in December 2005.

Encision trading moves to OTC

BOULDER - Encision Inc. is now being quoted on the Over The Counter Bulletin Board, or OTCBB, under the trading symbol ECIA.OB.

Encision sought to be listed on the OTCBB on Oct. 14 after officially being delisted from the American Stock Exchange on Oct. 13.

The stock exchange delisted Encision because it reported stockholders' equity of less than \$4 million, losses from continuing operations and net losses in three out of four of its most recent fiscal years.

Encision designs, develops, manufactures and markets surgical devices for surgeons during a broad range of surgical procedures. Its patented AEM Laparoscopic Instruments are designed to improve electrosurgery and reduce the chance for patient injury in minimally invasive surgery.

Synkera receives \$100,000 grant

LONGMONT - Synkera Technologies Inc. received a \$100,000 phase I Small Business Innovation Research grant from the National Institutes of

Health to develop a more accurate ozone sensor.

Longmont-based Synkera received the grant to develop a sensor that can reliably measure low levels of ozone to help researchers further understand respiratory diseases and how people are affected by environmental factors.

Synkera, which develops and produces sensors, ceramic membranes and electronics using nanotechnology, expects the new sensor to be smaller, faster, lower cost and more sensitive than others available.

The company expects to demonstrate the feasibility of the sensor during the second quarter 2009 at which point Synkera plans to request more money to move forward with developing it.

Medical organizations merge

BOULDER - Rocky Mountain Urgent Care and Rocky Mountain Family Medicine have merged to create Rocky Mountain Urgent Care and Family Medicine, the companies recently announced.

Although both are owned by Nathaniel Moore, the two medical organizations weren't associated until Dec. 1.

Rocky Mountain Urgent Care and Family Medicine, which currently has eight locations including Boulder and Longmont, is focused on making it easy to see a doctor at a time that's convenient for the patient.

However, at the Boulder location, only urgent care services are available.

ECONOMIC from 1A

territory in Colorado," he said. "The most important question is, 'How long the national downturn will last?'"

Wobbekind said the best-case scenario would for Colorado coming out of the recession hinges on national forecasts that predict a mild recovery in the third quarter 2009 with Colorado starting to turn around by mid-2009, but panelists at the forum were less optimistic saying it could be as late as 2010.

"It's hard to imagine a recovery during the first half of next year. It looks more like 2010," said panelist Bill Kendall, with the Center for Business and Economic Forecasting, adding that the chances of a strong recovery are "very slim."

"The keys I'll be looking at are consumer spending and housing through sales tax receipts and housing starts," Kendall said.

Wobbekind expects retail sales to increase by 1 percent in 2009, well below the customary 10 percent annual growth in recent years.

While some sectors will add jobs next year, the overall job loss will be led by the construction industry, which will lose about 11,200 jobs, Wobbekind predicted, adding the industry "won't rebound in 2009."

The total value of construction in Colorado dropped more than 28 percent from 2007 to 2008 and will fall another 12 percent next year, going from \$9.9 billion this year to \$8.7 billion in 2009.

Wobbekind said construction is tak-

Jobs forecast

Here is a look at industries in Colorado and their jobs forecast for 2009, according to the Colorado Economic Outlook prepared by the Business Research Division, Leeds School of Business at the University of Colorado At Boulder.

Going up

Health-care services	6,200
Colorado government	4,400
Professional and business services.....	3,500
Natural resources and mining	3,000
Education	800

Going down

Construction	11,200
Transportation and utilities.....	4,800
Financial services	2,900
Retail trade	2,500
Leisure and hospitality	1,900
Information	1,400
Manufacturing	1,000

ing a direct hit from the credit crunch because companies are putting expansion plans on hold due to lack of financing.

Other industries expected to lose jobs are information, leisure and hospitality, financial services, manufacturing, retail trade, transportation and utilities.

Industries expected to gain jobs in 2009 include natural resources and mining, professional and business services, education and health-care services, and the government.

"While slowing somewhat due to the uncertainty of energy prices, the natural resources and mining sector continues to have some growth in certain areas, particularly on the Western Slope," Wobbekind said.

The education and health-services sectors have been short of workers for the past several years, and Wobbekind said they will grow even in the downturn. Health-care services is expected to add

6,200 jobs, and education is expected to add 800 jobs.

The professional and business services

sector, home to many high-paying jobs including engineers, computer systems designers and scientific research and development groups, will add 3,500 jobs, he said.

"If there is a silver lining to take from the recession, it's not a very visible one," Wobbekind said. "However, I think what an economic downturn does is it helps people figure out how to manage their businesses better, and it also helps people become more keen on how they market their products. I think you learn a lot as a business person during an economic downturn."

Contact writer Doug Storum at 303-440-4950 or e-mail dstorum@bcbr.com.

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Introducing Boulder Public Library's new director

If you Google Tony Tallent, one of the first hits to come up on the list is an article about him entitled "Razzle Dazzler."

The article, from the March 15, 2008 issue of Library Journal, details Tallent's record as an ideas man whose ideas really work — an ability that got him honored as one of the magazine's 2008 "Movers & Shakers" of the library world.

In the same article Tallent describes the library as a place that "holds ideas and ideals for the whole community" and combines the things he loves most: "public space, art, theater, information, networking, people, literature."

It's fitting, then, that earlier this year he landed Boulder Public's top job, which also incorporates oversight of the arts division.

In a time of economic turmoil, Tallent has hit the ground running at the library. Just before he started, the library had launched a facility sustainability study. As a result, library staff will be working to make library locations more welcoming, easier to use and more integrated. In addition, Tallent has plans to launch a more visually appealing and user-friendly Web site, boulderlibrary.org, sometime next year.

All of his plans are made and executed with the library's customers — our patrons — in mind.

"The 'business' of running a public library is quite unique, though many common and necessary business practices apply," Tallent said. "Knowing our

market and finding new innovative ways to serve them — to meet real needs — is the type of work many libraries are doing that go far beyond traditional approaches. Beyond meeting needs, we're here to create and support an environment of



LIBRARY BIZ
Terzah Becker

learning and community growth. Of course, we certainly want to spice that up with a bit of surprise and delight — exactly like every remarkable business."

A believer in public/private collaborations and partnerships, Tallent said this is something that may warrant more exploration as a possible way to involve local businesses with the library more deeply.

"The library is an important fabric in the weave of the community. By creating collaborative opportunities — whether programmatically or through resource sharing — we deepen our relationships and impact in our community," he said.

Tallent has been involved with libraries for all of his adult life. A North Carolina native, at age 16 he took a job as a part-time shelver in the local library. It didn't take long before his enthusiasm for the library was recognized, and he began

coordinating exhibits and programs.

"I realized that the library was the crossroads for the community," he said. "Every segment of this tiny town came to the library. Libraries got into my bloodstream, and I was hooked."

"The library is an important fabric in the weave of the community. By creating collaborative opportunities — whether programmatically or through resource sharing — we deepen our relationships and impact in our community."

Tony Tallent

DIRECTOR,
BOULDER PUBLIC LIBRARY

He eventually graduated with a bachelor's degree in English and Education from Western Carolina University and then taught English for two years before starting film school. But soon he felt he wanted to work in a broader field, so he returned to libraries. He earned his master's degree in Library and Information Studies from the University of North Carolina and soon stepped into a leadership role in the Public Library of Charlotte & Mecklenberg

County, a 24-branch library system in one of the largest cities in the South. He rose through the ranks to become director of that well-regarded system's youth and outreach services division, the position he held just prior to taking Boulder Public Library's top job.

Having begun his position at the end of July, Tallent has been working hard to get to know staff and community members while at the same time learning the lay of the land in Boulder and forming goals. He said he adheres to a philosophy that stresses the importance of learning and play to renew and refresh excitement and challenge in our daily lives as well as celebrating the uniqueness of every individual life the library touches.

To learn more about Tallent, his general philosophy and his dreams and plans for the library, go to boulderlibrary.org and click on the "Message from the Director" link at the top of the right-hand column. He updates this blog regularly. You also can go to his personal blog, at yestoknow.wordpress.com. And if you have an idea for the library that you'd like to share with him, e-mail him at library-director@bouldercolorado.gov.

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



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Broomfield chamber seeks survival, disaster stories from local businesses

BY BUSINESS REPORT STAFF

BROOMFIELD — The Broomfield Chamber of Commerce is requesting local businesses to submit their stories of survival for the chamber's upcoming Annual Dinner to be held Thursday, Jan. 22, at the Renaissance Suites in Broomfield.

The dinner's theme will be entitled "SOS ... stories of survival" and will feature the top three stories in a professional video production. The companies also will be recognized at the dinner.

Stories can include a challenge or even disaster a company has overcome, how they dealt with it and how they grew

from the experience.

"Most businesses have had something traumatic happen to them as they've grown," said Jennifer Kerr, president of the Broomfield chamber. "We all find these stories inspiring, and we want to feature those stories that we can all learn from or identify with."

Businesses interested in submitting their stories must have been in business for two or more years and be a member of the Broomfield Chamber of Commerce.

Submissions are due Monday, Dec. 15, and can be submitted to the chamber via mail at 350 Interlocken Blvd No. 250, Broomfield, CO 80021 or e-mail Jennifer.kerr@broomfieldchamber.com.

NONPROFIT NETWORK

BRIEFS

Twelve Tibetan lamas and more than 130 translators and serious students of the Tibetan language gathered at the Conference of Translators 2008 at the Boulder Shambhala Meditation Center, hosted by Boulder-based **Light of Berotsana Translation Group**.

FUNDRAISERS

More than 400 people walked in the **Boulder County CROP Hunger Walk** on Oct. 26, raising \$51,643 for hunger-fighting agencies locally and around the world.

Boulder Chorale presents **Songs of the Season** on Dec. 13 and 14, First United Methodist Church, 1420 Spruce St. in Boulder. Annual event featuring more than 150 singers, the Apollo Chamber Brass and the mighty Roosevelt organ. Cost: \$5 to \$15. Contact: Erin Christensen-Mandel at 303-554-7692 or boulderchorale@yahoo.com.

GOOD DEEDS

Webroot, a Boulder-based software company, introduced The Webroot Charitable Giving Program. It provides matching funds for employee donations, paid time off for volunteer efforts, and quarterly grants in the areas of child safety, environmental stewardship and education.

Amgen Colorado, a bioscience company with operations in Boulder and Longmont, gave \$25,000 each to Aging Services Foundation of Boulder County, Boulder Shelter for the Homeless, Community Food Share, Emergency Family Assistance Association, HospiceCare of Boulder and Broomfield County, OUR Center, and the Sister Carmen Community Center. Additionally, employees sacrificed staff recognition and holiday celebrations to make extra contributions.

Verizon Wireless gave \$8,000 to the **Safe Shelter of the St. Vrain Valley** in Longmont to help its domestic violence prevention programs.

The Xcel Energy Foundation gave \$5,000 to **WOW! Children's Museum** in Lafayette, to support programming and exhibits in 2009.

MEETINGS

Boulder County Farmers Markets presents **Winter Farmers' Market & Holiday Gift Show** from 9 a.m. to 4 p.m. on Saturday, Dec. 13, at the Boulder County Fairgrounds - Barn A, 9595 Nelson Road in Longmont. Features fine art and fine crafts created by Colorado artists, winter delicacies from local farmers, and gourmet foods. Cost: Free. Contact: Karen Diamond at 303-443-4053 or karen.diamond@boulderfarmers.org.

Boulder Pride Open House from 5:30 to 8 p.m. on Monday, Dec. 15, at 2132 14th St., in Boulder. Light refreshments and drinks served. Boulder Pride is an LGBTQ activism organization. Cost: Free. Contact: www.boulderpride.org.

Boulder Shambhala Center presents **Children's Day, a Winter Solstice Event** from 4 to 6 p.m. on Sunday, Dec. 21, 1345 Spruce St. in Boulder. A celebration of light, music and pageantry. Cost: \$10 per family. Contact: 303-444-0190 at info@boulder.shambhala.org.

Benevon presents **Major Gifts: Finding the Perfect Donors** from 10 a.m. to noon on Thursday, Jan. 22, Xilinx Inc., 3100 Logic Drive, in Longmont. A seminar for the non-profit world. Cost: Free and open to the public. Contact: sforce.benevon.com/intros/southwest.htm.

AWARDS

Aircell, a telecommunications company with operations in Broomfield and Illinois, was recognized along with its partner ZTE as a winner of the 2008 3G CDMA Industry Achievement Awards for its use of 3G mobile broadband technology to enable the Gogo Inflight Internet service. The companies were recognized in the award's Network Technology Innovation category, which honors companies that have introduced new network capabilities for 3G CDMA operators.

Suzanne Dysard, an organizer with Boulder's annual **CROP Walk**, was honored by Church World Service, a hunger relief organization, during the 2008 General Assembly of CWS and the National Council of Churches. She received a General Assembly Award of Excellence.

Scott Havlik a partner in the Boulder office of **Holland & Hart**, has been included in the "International Who's Who of Trademark Lawyers." Havlik has been recognized by the publication for the past three years and is the only trademark attorney included from the Mountain West states of Colorado, Idaho, Montana, Nevada, New Mexico, Utah and Wyoming.



Havlik

Incentra Solutions Inc., a Boulder-based information technology company, has been named to Deloitte's Technology Fast 500 Program for North America, as well as Deloitte's Technology Fast 50 for Colorado, a ranking

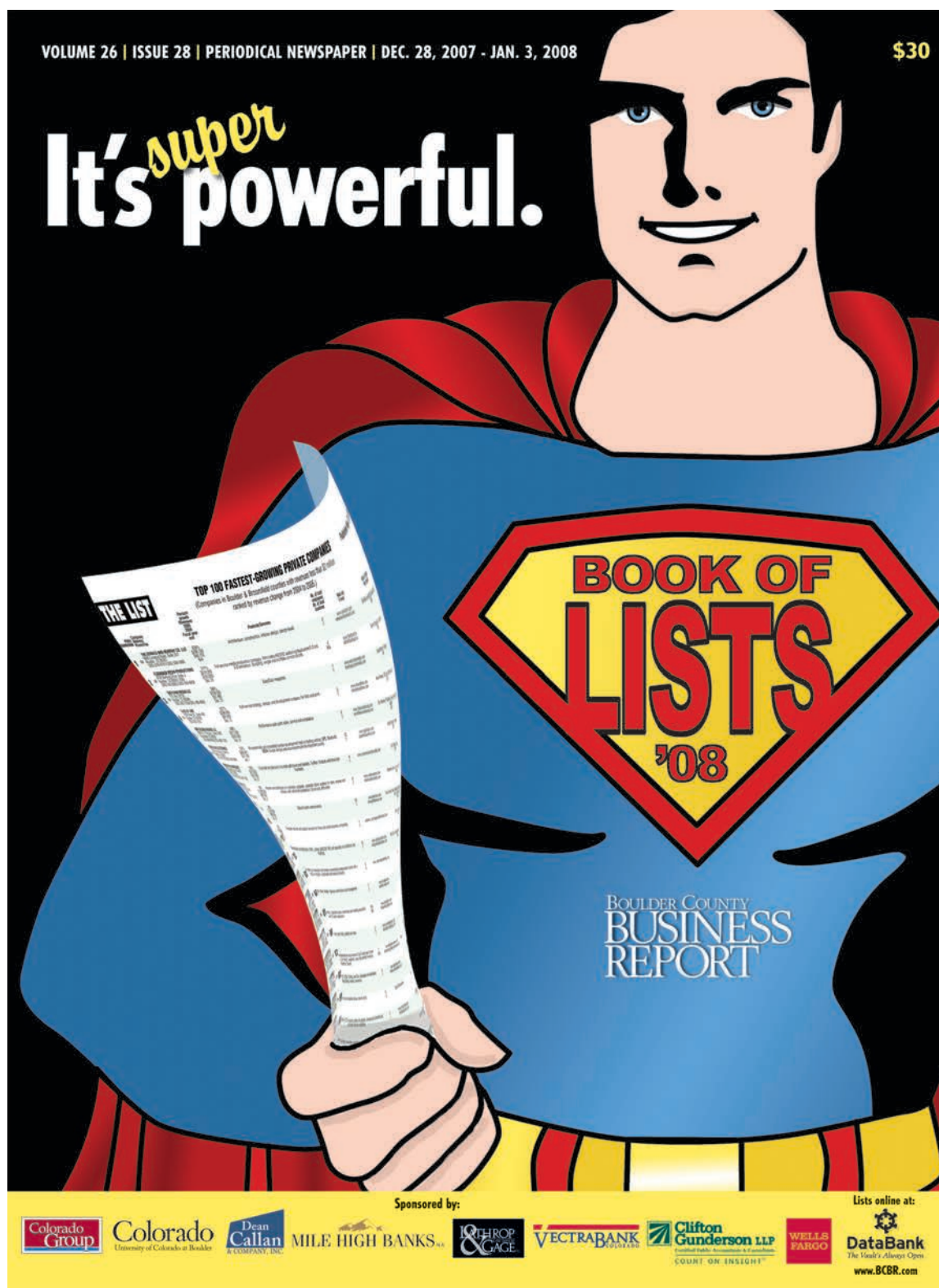
of the 50 fastest-growing technology, media, telecommunications, and life sciences companies in the area by Deloitte LLP, a professional services organization.

Julia Davis, business development coordinator of **St. Vrain Valley Credit Union** in Longmont, was named Ambassador of the Year by the Longmont Area Chamber of Commerce. The award is given to a volunteer of the Ambassador Team who has provided invaluable assistance in many of the Chamber's events and exemplifies a commitment to reaching out to support local businesses.

McKesson Health Solutions, a Broomfield-based business unit of McKesson Corp., and the Pennsylvania Department of Public Welfare received the 2008 Outstanding Provider Engagement Initiative Award from DMAA: The Care Continuum Alliance. McKesson provides disease management services to the Department through a program called ACCESS Plus.

Many Boulder-area staff members of the Commerce Department's **National Institute of Standards and Technology** were honored at a NIST ceremony in Gaithersburg, Md. John P. Lowe, Nicholas Barbosa III, Robert R. Keller, David T. Read, Robert L. Billinger, James P. Randa and David K. Walker received Bronze Medals. Robert D. Boysen and David G. Stewart received the Eugene Casson Crittenden Award. Robert D. Chirico, Michael Frenkel, Andrei F. Kazakov and Chris D. Muzny received the Judson C. French Award. Sae Woo Nam received the Jacob Rabinow Applied Research Award, and Dietrich G. Leibfried received the Samuel Wesley Stratton Award.

The information in the Boulder County Business Report's annual Book of Lists will not only help you grow your business in 2009, but also is an essential tool to help you form rewarding business relationships now and into the future.



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BUSINESS DIGEST

NEW BUSINESS

The Erie Real Estate Company opened its office on Nov. 1 at 149 S. Briggs St. in Erie. The company, which is owned and managed by Tom Van Lone, will focus on the local Erie market in residential and commercial real estate sales, leasing and property management.

Noodles & Co., a Broomfield-based fast-casual restaurant chain, opened a new restaurant in Highlands Ranch at 1601 Mayberry Drive.

BUSINESS CLOSINGS

Gatos Designs Inc., a jewelry store in Boulder, plans to close its doors for good after more than 11 years in business. Jeff Katz, owner of Gatos Designs, said he's closing because of increasing rent, the changing retail environment in the area around the store and the weak economy. He plans to close by Christmas.

BUSINESS MOVES

Rocky Mountain Pilates and **Pilates of Boulder** have combined services and moved into a larger studio at 2770 Dagny Way, Suite 106 in Lafayette. Combined, the two studios offer group Reformer classes, mat classes, private and semi-private instruction, rehabilitation services and various workshops for special goals. The studio will also serve as a state-certified Pilates training school.

BUSINESS BRIEFS

The 8th Continent Aerospace Business Incubator, which is managed by the **Boulder Innovation Center**, signed Australian-based flaik as its first tenant. flaik, which has a Boulder office located at 4450 Arapahoe Ave., Suite 100, designs technology to help skiers record vertical performance and resorts track ski school students.

Astralux Power Systems, a division of Boulder-based **Astralux Environmental Solutions**, designed, engineered and installed an approximately 10-kilowatt solar electric system on a farm in Sanford. The solar project will power about 50 percent of the Crowther Dairy farm and during the 25-year warranted life of the system should prevent more than 300,000 pounds of coal being burned and offset about 600,000 pounds of carbon dioxide emissions, according to a press release.

Aurora Organic Dairy, a Boulder-based provider of private-label organic milk and butter, has received Animal Welfare Review certification for each of its five organic

dairy farms located in Colorado and Texas. Validus Services LLC, an independent certification company in Urbandale, Iowa, issued the certification.

Body Bar Systems Inc.'s products will be distributed in Japan via an exclusive partnership with Fit to Perform, or FTP. The company will market Boulder-based Body Bar's products, including the Body Bar weighted bars, DVDs and other fitness training tools.

DH Capital LLC, a New York-based investment banking firm with offices in Boulder, served as exclusive financial adviser to California-based Complex Drive as it was acquired by American Internet Services, a portfolio company of private equity firms Seaport Capital, Viridian Investments and DuPont Capital Management.

The 2008 door-to-door "Neighborhood Sweep" program funded by the **city of Boulder's** ClimateSmart campaign, Boulder County and administered by Longs Peak Energy Conservation, resulted in a reduction of 1,823 tons of carbon dioxide, contributing to the city of Boulder's goal of 417,500 tons of carbon avoided by the year 2012.

Virgin America, a San Francisco-based airline, has begun offering its customers in-flight wireless Internet access with service from Illinois-based **Aircell LLC**, which has operations in Broomfield.

Level 3 Communications Inc., a Broomfield-based international telecommunications company, has expanded its relationship with Group One Trading LP, a nationwide proprietary option trading firm, to provide that company with connectivity to major financial exchanges. Level 3 also announced that the National Hockey League has expanded its network services commitment with Level 3 to include content storage, caching and down-loading, and high-definition video streaming.

Leximancer, a Boulder-based software company, has formed an OEM partnership with Polecat Ltd. The partnership between Leximancer and London-based Polecat comes as Leximancer continues to expand upon its growing international customer base.

After being pushed back for about three years, the date for **Microsemi Corp.'s** Broomfield campus to close is set for June 2009, according to the company. The location, at 800 Hoyt St., no longer has sales or engineering support

available for customers as those jobs have been sourced to Microsemi's Scottsdale, Ariz. and Lawrence, Mass. locations. Microsemi designs and manufactures semiconductor circuits. The Broomfield location, which has about 100 employees, specializes in medical semiconductors

StillSecure, a Superior-based security software company, has been protecting Department of Defense organizations against the latest threat of malware that infects networks via fixed and removable drives with its StillSecure Safe Access technology.

WhiteWave Foods Co., a Broomfield-based subsidiary of Dallas-based Dean Foods, started a partnership with Conservation International, which is designed to further develop the company's sustainable production initiatives through programs with its Silk and Horizon Organic businesses.

Integrity Wind Systems, based in Boulder, sold a 50 kilowatt wind turbine to the Norfolk Southern Corporation, a transportation company. The wind turbine, which was installed at Norfolk Southern's rail yard in Kansas City, consists of three 24-foot rotor blades mounted on a 100-foot tower and is estimated to generate more than 100,000 kilowatt hours annually.

Bella Energy, a solar company based in Louisville, and EMC Engineers provided solar electric systems and online data monitoring systems for Guadalupe Elementary and Antonito High School in the San Luis Valley.

GRANTS

The **University of Colorado at Boulder Law School** received a \$5 million endowment to enhance its on-the-job clinical programs. The endowment, donated by the Schaden Family Fund, will enhance Colorado Law's, externships, appellate and moot-court competitions and voluntary pro bono work. It will enable the hiring of a senior professor to oversee the school's experiential education programs and allow more students to participate.

CONTRACTS

Ai Creative, a Boulder-based marketing agency, was selected to redesign the Web site for Arbitrage Compliance Specialists Inc., a rebate calculation services company headquartered in Greenwood Village.

Anark Corp., a Boulder-based software company, added WorldViz as an Anark Value Added Reseller and

Solution Partner. WorldViz will market the Anark Core Platform, a software that transforms native 3-D CAD data for use in applications throughout manufacturing, design, engineering and support organizations.

Sustainable Travel International, a Boulder-based nonprofit, and Green Globe International Inc. will partner to deliver co-branded products and services to the global travel and tourism industry.

Fiber Composites LLC, a leading manufacturer of composite decking, railing and fencing solutions, announced a partnership with Broomfield-based **Reid & Wright Inc.** to develop its decking and railing presence in northwest Arkansas, Colorado, Kansas, Missouri, western Nebraska, Oklahoma, western South Dakota, Wyoming, northern and central New Mexico and Texas.

Fellows Energy Ltd., a Broomfield-based energy company, entered into an agreement to acquire two advanced geothermal projects in the Andes Region of Argentina from Geothermia Andina SA, a private Argentine entity.

Crispin Porter + Bogusky, a Boulder-based advertising agency, designed and produced the advertisements for the Reality Coalition, a national grassroots and advertising effort to show that there is no such thing as clean coal.

Catapult PR-IR, a Boulder-based public relations firm, was selected by Boulder software company **JNBridge LLC** to increase the company's visibility for its products in the marketplace and provide ongoing public relations services.

Smoker Friendly International in Boulder signed Delta Distributors LLC, with 16 locations in Alabama, to the Smoker Friendly Authorized Dealer program.

Leximancer, a social media analytics company with offices in Boulder, announced an OEM partnership with Polecat, a London-based business intelligence and brand management firm.

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.



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MICHAEL MYERS

Neil Kearney, a Realtor and owner of Kearney Realty Co., said Superior's residential real estate market has been stable because it is mostly built-out, so there is little competition with new construction. Commuting convenience and reasonable prices have helped it compete with Boulder.

Homes sales slow; somewhat stable

Local real estate fares better than most of country

BY MONIQUE COLE

Business Report Correspondent

The mortgage crisis, falling stock values and declining market confidence have created a perfect storm in home sales nationwide.

Local experts said Boulder Valley's market is stable compared to the rest of the country, however, and they don't expect the situation to get much worse in 2009.

"We are certainly not feeling the pain of Michigan, Chicago and many parts of California," said Ken Hotard, senior vice president of public affairs for the Boulder Area Realtors Association.

When asked where he sees the region's home sales market headed in 2009, he said there will be "very little change but

maybe some softening."

Hotard pointed to single-digit changes year-to-year in median sales prices as proof that the local markets are relatively stable. He said the national regions that are being hit the hardest right now are those that saw enormous spikes in sales prices during the past four years. "That never happened here," he said.

Still, sales volume is slowing throughout the Boulder Valley due in part to economic uncertainty and a tightening in the credit markets.

"People are just like deer in the headlights, just frozen because of the uncertainty," Hotard said. "How soon that can change is anybody's guess."

National experts have named the Denver metro area as one of the first areas that will come out of the current market slide, according to Neil Kearney, a Realtor and owner of Kearney Realty Co.

"As soon as we start seeing some good news in the media we will start seeing a turnaround. I can't predict when this will happen," he said. "Right now it seems like

"People are just like deer in the headlights, just frozen because of the uncertainty."

Ken Hotard

SENIOR VICE PRESIDENT OF PUBLIC AFFAIRS,
BOULDER AREA REALTORS ASSOCIATION

people are hunkering down."

Home sales volume has slowed in the third quarter in the greater Boulder area by about 13 percent, compared with last year.

"This continues a downward trend that began in 2006," Kearney said. "I see a lot of pent-up demand - people who have wanted to move but have decided to delay a move until the 'market gets better.'"

Normally lower demand will drive

prices down, but supply has also declined to help stabilize prices in 2008.

"Median prices have been mostly flat, increasing in some areas and decreasing in others," Kearney said. "Inventory is down roughly 17 percent when compared with last year. The lack of inventory has allowed prices to remain stable."

Superior's market has been stable, Kearney said, because it is mostly built-out, so there is little competition with new construction. Commuting convenience and reasonable prices have helped it compete with Boulder. Mountain sales have been weak for the past five years, with longer times on the market and more inventory, according to Kearney. Longmont's high rate of foreclosures and large inventory continue to affect prices there.

According to MLS statistics, compared with last year median sales prices for the third quarter dropped in Boulder, Lafayette and Longmont by 5.1 percent, 14.1 percent and 11 percent, respectively. Meanwhile median prices climbed signif-

► See **Sales, 27A**

Local rental market competitive in down economy

Prices, demand increase as decline in home buyers continues to grow nationally

BY MONIQUE COLE

Business Report Correspondent

In Boulder and Broomfield counties, competition for available rentals is high and rent rates are, too.

The national decline in home sales – combined with increased demand – has boosted the local rental markets.

“Apartments are back to what they were in 2001 or 2002 – there was a big dip in the past two years, but rents are back to where they were when it was really hot,” said Tom Orlando, director of relocation with Housing Helpers of Boulder. “Single-family homes have gone up even more.”

Orlando predicts the trend of rising rents will continue into 2009 as supply is low and the demand is high.

“Availability is at the lowest I’ve seen it in my six years,” he said.

Boulder County’s average rents as of the third quarter had risen to more than \$1,050 per month, according to the Vacancy and Rent Survey by University of Denver professor Gordon Von Stroh and the Apartment Association of Metro Denver.

Broomfield County’s rents were slightly lower at just under \$950, and the city of Longmont’s were \$845. Downtown Denver was the only submarket more



JONATHAN CASTNER

Tom Orlando, director of relocation for Housing Helpers, sits in the company’s Boulder office. Housing Helpers is a local full-service relocation company that offers a large source of houses, apartments and condos for sale and rent along Colorado’s Front Range. Orlando said the fall and rise of the rental market is inversely correlated to the home-buying boom and bust.

expensive than Boulder with average rents at \$1,212 per month.

Vacancy rates for Boulder and Broomfield counties were 5.5 percent in the third quarter, one percentage point higher than last year’s third quarter, but a point lower than in 2006. The submarket around the University of Colorado at

Boulder was nearly saturated with a 1.1 percent vacancy rate.

The average rent for a one-bedroom unit in April of 2008 was \$789, up 7.5 percent from the previous year, which had already increased 4 percent from April of 2006, according to CU Off-Campus Student Services.

The fall and rise of the rental market is inversely correlated to the home-buying boom and bust, Orlando said.

“When everyone was easily able to buy homes they were coming out of the rental market to do so,” he said.

Now that credit is tight and real estate prices are shaky, many would-be home buyers are renting instead.

“Everyone needs a place to live, and they end up going into a rental,” Orlando said.

If anything, Orlando predicts an even tighter rental market next year. “There’s no indication lending is going to loosen up. People who normally would be purchasing can’t get a loan, so they’re renting. Even people moving to the area are tending to rent a little bit longer, too.”

Boulder’s tight market is helping landlords in outlying communities, according to Orlando. “People are not finding what they’re looking for in Boulder, and they’re looking further east. Longmont is on a slower upscale swing, but they’re still getting there.”

Even as home building slows nationwide, two large luxury apartment complexes are under way in Broomfield – the 376-unit Terracina and the 358-unit Alexan at Arista.

Framing is nearly complete at Terracina, and Catalina Development Co., the owner of the complex, expects to start preleasing early in 2009, with move-in before the end of the year. The complex is directly east of the campus recently purchased by ConocoPhillips, near the

► See **Rental, 27A**



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SALES from 25A

icantly in Broomfield, Erie and Superior by 11.9 percent, 6.1 percent, and 15.2 percent, respectively. As of October, the highest median price is \$573,000 in Boulder, and the lowest median price in the Boulder Valley is \$225,000 in Longmont, according to Information Real Estate Services.

The low end in all local markets continues to move, Kearney said. "Boulder's high end is seeing softening while the prices below \$600,000 in the city are still selling fairly well.

"It is no coincidence that the years with the most sales were the same years that credit was easy. This tightening in credit has been affecting us for a year or so," Kearney said. "Much of the upper end of our market is not affected by the credit crunch."

However, the high end has been hit by recent panics on Wall Street. "Much of Boulder is wealth based, not income based. This has allowed the Boulder area to have a larger than normal high-end market," Kearney said. "As the stock market has dropped this year the wealth-based buyer has felt ... well, less wealthy. This has slowed high-end sales."

In the housing crisis, perhaps no one has been harder hit than builders. McStain Neighborhoods recently said it would lay off more employees and shut down its Louisville headquarters, switching to "virtual offices" based in model homes or the residences of remaining staff.

"The extroverts will be in the model homes and the introverts will be working in their homes, and everyone's happy," said Caroline Hoyt, co-owner of McStain. Financial pressures have also forced McStain to layoff about 80 percent of its staff during the past two years.

McStain has shelved its West Grange project at Nelson Road and 75th Avenue in Longmont – at least for now. "There just isn't enough market to spend millions and millions to develop the property," Hoyt said.

Construction will continue at Indian Peaks South in Lafayette. "Sales are tracking along OK. We're building half as much as we wanted to, but that beats a quarter," Hoyt said she does not foresee any price reductions in 2009 but said they might be more flexible on the cost of upgrades.

New housing starts have decreased dramatically in the Denver metro area, Hoyt said, quoting Metrostudy statistics. In the third quarter of 2008, there were 5,671 new housing starts compared with about 10,500 in 2007 and 18,000 in 2006.

"It's as negative as I've ever seen it, and we've been in business for 45 years," Hoyt said.

McStain survived the recession of the '80s, which put many other builders out of business. Hoyt hopes her company can survive this one, too.

"We plan to muddle along here. It's not going to be easy, but there you go."

RENTAL from 26A

Northwest Parkway.

Meanwhile, near the Broomfield Event Center, the first phase of Alexan at Arista is complete with 215 units.

"From what I hear, they were leasing those units as fast as the paint could dry," said Donald Dunshee, president of the Broomfield Economic Development Corp. He added that the town homes built nearby were sitting unsold. The second phase of 242 units is scheduled to be complete this coming spring.

According to the development corporation's apartment inventory of 3,475 units in Broomfield, the vacancy rate was a little less than 5 percent as of Sept. 9. The Alexan at Arista apartments represented the high end, with monthly rents for one- to three-bedroom apartments ranging from \$978 to \$1,712.

It's a great time to invest in rentals, according to Orlando, who is also a real estate broker. "Rents are at an all-time high, interest rates are still extremely low, and the prices of properties are going down. It's easy to find good deals."

Orlando recently followed his own advice, purchasing a three-bedroom, two-bathroom home in Rock Creek in October for 18 percent less than its tax-appraised value. Orlando bought it for \$252,000 and had it leased before closing for \$1,775 per month. "It is cash flowing," he said.

Sheila Horton, executive director of the Boulder Area Rental Housing Association, is slightly less bullish about the local rental market. Although she said rents are back to 2001 levels.

"It's taken a long time to rebuild the losses," she said. "I guarantee you that property taxes, utilities and insurance have gone up more than rents have."

The new water budgeting system in the city of Boulder has hit some landlords particularly hard.


Horton said that although the rental market is strong now, she is uncertain how job losses and recession will affect the local market. "I think that the entire economic impact nationwide is felt in Boulder," she said.

Horton said many people confuse the Boulder rental market with CU students, who comprise only one segment. According to the 2000 census, she said, 53 percent of Boulder residents rented their homes, and of those only 28 percent were students at CU, Naropa University, massage schools and other colleges.

Still, the university can impact the larger housing situation. Two of the factors contributing to the tight market are a growing student body and ongoing dorm renovations. The past two academic years have broken records for incoming freshman with 5,617 in 2006 and 5,750 freshmen in 2007. With fewer dorm rooms available, more students look off campus for housing.

Although next year's freshman class will probably be just as large, Susan Stafford, director of Off-Campus Student Services at CU, predicted family financial strains could force some students to share housing, offsetting the increase in competition.

"Some of the students, depending on their economic situation, some might double up where they haven't in the past."




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ON THE JOB

ADVERTISING, COMMUNICATIONS

Boulder-based **Metzger Associates**, a technology public relations firm, has appointed Bevo Beaven as vice president of client services. Beaven has 25 years of experience in public relations, marketing communications and market research. Beaven currently manages a number of national accounts for Metzger Associates and plays a key role in the management of the agency's overall operations.

Boulder-based **Catapult PR-IR**, a leading strategic public and investor relations firm specializing in technology companies, has promoted Christin Jeffers to junior account executive. Jeffers will increase the scope of her responsibilities while continuing to assist in the day-to-day support of client accounts, including placing speakers at industry conferences and events, writing news releases and media advisories and conducting media and analyst relations.

The **Sterling-Rice Group**, a brand strategy and marketing communications firm based in Boulder, hired Dan Burak as its business development director. Burak, who most recently served as a senior strategy associate at a brand strategy and communications firm, will be responsible for identifying key strategic industries and sectors for new client growth, maintaining and expanding existing client relationships and for establishing best practices for the firm.



Burak

ENGINEERING

EMC Engineers Inc. in Lakewood has hired Erik Jeannette and Jessica Lorentz to its engineering staff. Jeannette designs advanced control strategies for buildings and commissioning of high-performance facilities, and Lorentz works in energy analysis, commissioning, retro-commissioning and green building practices.

nette designs advanced control strategies for buildings and commissioning of high-performance facilities, and Lorentz works in energy analysis, commissioning, retro-commissioning and green building practices.



Jeannette



Lorentz

HEALTH CARE

Exempla Good Samaritan Medical Center in Lafayette has named Suzanne Ketchum director of Women's & Children's Services, and Susan Dillon has been named director of Education.

Dr. Lynn M. Taussig has joined Longmont-based **Micro-Phage Inc.'s** board of directors. Taussig was president and chief executive of National Jewish Medical and Research Center in Denver from 1993 to 2006. His medical specialty is pediatric pulmonology.

HIGH TECH

Boulder-based **Webroot Software Inc.** has appointed Pierre-Michel (Mike) Kronenberg as chief technology officer of the Webroot Desktop Security Business Unit. Kronenberg brings more than a decade of experience in developing security software solutions and will play an integral role in leading the Webroot desktop engineering and threat research teams to drive innovation for its security solutions.

Jamey Miller with **Copan Systems** in Longmont has been appointed to the board of directors of **APICS**

Northern Colorado.

Boulder-based **OneRiot**, a social search-engine company, has hired Alessio Signorini as director of search technology. Signorini, formerly a director of technology at Ask.com, will play a key role in OneRiot's ability to find fresh, relevant search results.

Boulder-based **Percept Technology Labs**, an independent product-testing and consulting company, has hired Mark Tilleman as the firm's sales manager.

Superior-based **StillSecure Inc.**, a provider of secure network infrastructure products, has created an advisory board consisting of representatives from military branches and civilian agencies. Members include Brigadier Gen. James Miller Jr., U.S. Air Force; Major Gen. Ronald Beckwith, U.S. Marine Corps; Rear Admiral Robert Johanson, U.S. Coast Guard; Lt. Gen. Charles Otstott, U.S. Army; and Vice Admiral Ronald Route, U.S. Navy.

LAW

Denver-based **Dorsey & Whitney LLP** has hired Mike Weiner and S. Wade Johnson. Weiner joins the firm as a partner in the corporate group. He will represent public and private emerging growth companies in a variety of industries, including life sciences, retail, oil and gas, mining and software, with a focus on emerging biotech, medical device and technology companies. Prior to joining Dorsey, Weiner practiced at Holland & Hart LLP. Johnson is a member of the patent and intellectual property litigation groups. He practices in the areas of patent preparation and prosecution, patent litigation, patent opinions, and intellectual property licensing and acquisition.



Johnson

NONPROFIT

The **Colorado Chautauqua Association** recently hired Jeff Medanich as its facilities and preservation manager. Medanich was the manager of building sciences at McStain Neighborhoods for eight years and responsible for environmental sustainability for the last five of those. Medanich is also on the editorial staff of the national Green Building Advisory.

REAL ESTATE

Dunbar Hardy, broker associate with **Walnut Realty** in downtown Boulder, has successfully completed the EcoBroker designation.

TELECOMMUNICATIONS

Jeff Tench has been named president of the Business Markets Group for **Level 3 Communications Inc.** He replaces Raouf Abdel.



Hardy

OTHER

The **Colorado Women's Chamber of Commerce** in Denver added new board members Toti Cadavid, principal, Xcelente! Marketing Group; Joanna Kitto, partner, Ambroziak Kitto LLC;

Louise Betcher Staab, partner, Holme Roberts & Owen LLP; and Christyle J. Russell, director and second vice president of institutional services, TIAA-CREF.

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

CROCS HUNTERS Warehouse sale draws crowds



DOUG STORUM

Niwot-based Crocs Inc.'s three-day warehouse sale Dec. 5-7 at the Twin Peaks Mall drew crowds of shoppers looking for bargains. The shoe and shirt maker was selling shoes ranging from \$5 to \$30 for almost all of its brands that range from about \$30 to as much as \$150 at full retail prices. Shoppers were filling plastic garbage bags with discounted items. People often were waiting in line to enter the sale. Crocs officials declined to say how many pairs of shoes were sold.

Party On
Use office gathering
to advance, not
derail your career
31A



EXECSTYLE

SHOPPING HOME FOR THE HOLIDAYS

Local merchants have list of great gift ideas

BY CHRISTINE WEEBER

Business Report Correspondent

Tired of going to the same stores for your holiday shopping? Have you heard a loved one say? "Thank you, but I already have this tie."

This holiday season try shopping outside the box by buying locally made gifts. From natural foods to body-care products to original artwork, portraits and adventure gifts, local businesses offer alternatives to that tie.

Lumia Organic, located at 2410 30th St. in Boulder, brings together a number of local natural food and body-care products with its Organic Boulder gift baskets.

Named after local peaks and ranging in price from \$38 to \$60, the baskets showcase products such as Lumia Organic candles, Pangea Organics lip balm, St. Claire's mints, Bobo's organic oat bars, Om teas and Justin's nut butters.

"Our organic gift baskets support local, organic product companies," said Richard Roth, who co-owns of Lumia Organic with his wife, Heidi Kessler. "They also provide an introduction to the variety of organic products that are made in Boulder."

For a gift bag or basket full of herbal and artsy creations, Rebecca's Herbal Apothecary and Supply offers premade and custom bags starting at \$15 and baskets that start at \$28.

Rebecca's body-care products are "locally handcrafted with love," said Rebecca Luna, owner of the store. Rebecca's also carries eye pillows, neck warmers, art prints and magnets made by local artisans. Gift certificates and classes are also available.

Rebecca's also teaches classes on herbal holiday gift making, herbal honeys and syrups, lotion making and a "luscious lips" class on making lip balm. Classes cost between \$30 and \$35.

While shopping, customers can also make out their own wish-list cards to keep at the store. Rebecca's is located at 1227 Spruce St. in Boulder.

A variety of mountain artists sell their work at the Palette Gallery in the town of Nederland. Many of the landscape

and portrait originals — in oil, pastel or watercolor — start at less than \$200 and go up to \$2,000.

Small gift items such as jewelry and boxed cards begin at \$15. The gallery also has gift certificates and classes. Watercolor classes for youth, which are \$25 per class and run during the holiday break, are one way to entertain kids during the holiday season. A photo-to-fabric landscape workshop is \$40 per class and includes supplies.

“Our organic gift baskets support local, organic product companies. They also provide an introduction to the variety of organic products that are made in Boulder.”

Richard Roth

CO-OWNER,
LUMIA ORGANIC

Kathy Spratford, director of the gallery, encourages customers to "give a lasting gift of beauty and inspiration while supporting the neighborhood economy and local artists. You truly do make a difference in the artist's life."

Palette Gallery is owned and run by a partnership that includes Spratford, Philly's Wright, Bette Ventrella and Judy MacDougall. The gallery is located at 40 East 2nd St.

If you are looking for a more intimate gift, photographic or artistic portraits can be a unique surprise.

In Boulder, Emily Loomis Marshall Fine Art at 1010 Rosehill Drive offers both paintings and drawings.

"The majority of people do a portrait as a gift," said, Emily Marshall, owner of the business.

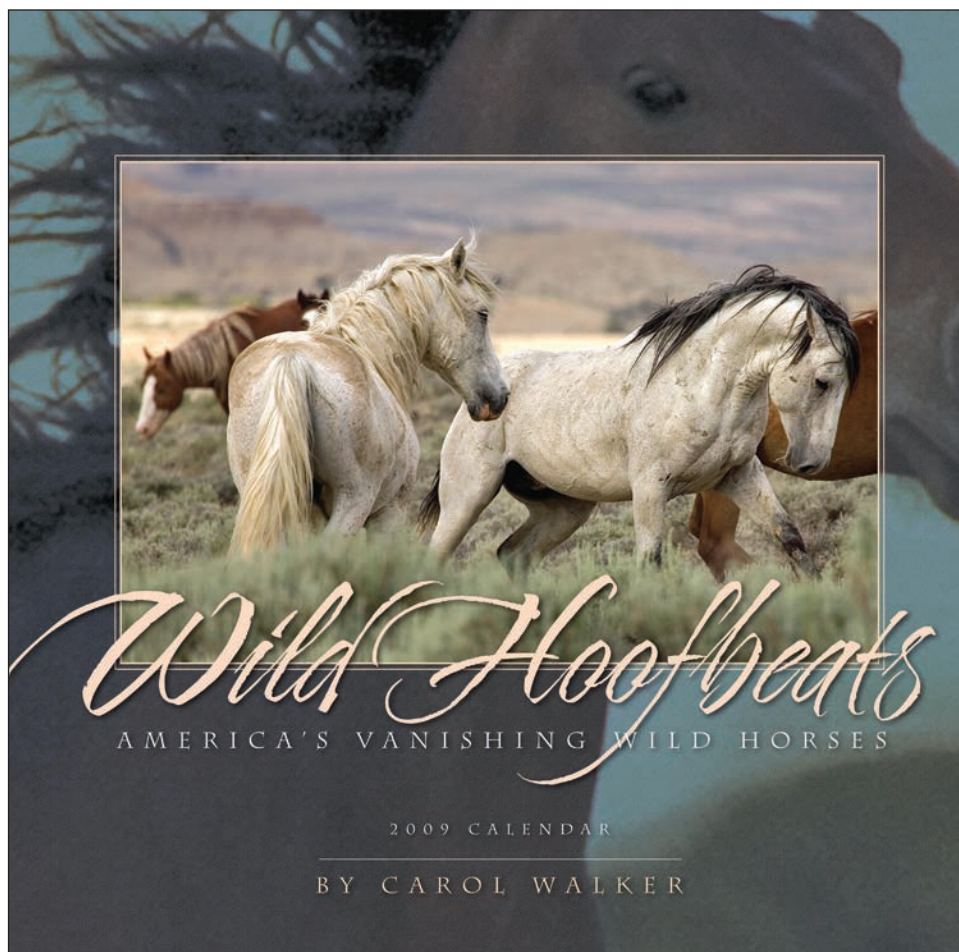
She often works from photographs so the gift can be a surprise. Drawings only take a few weeks and start at \$150, depending on the size of the artwork and number of people in it. Paintings can take a few months and start at \$900. Because of the potential time delay, Marshall also

► See **Shoppin**, 30A



COURTESY LUMIA ORGANIC

Lumia Organic, located at 2410 30th St. in Boulder, brings together a number of local natural food and body-care products with its Organic Boulder gift baskets. The baskets are named after local peaks and range in price from \$38 to \$60.



COURTESY LIVING IMAGES BY CAROL WALKER

The "Wild Hoofbeats" calendar, available at Living Images by Carol Walker, at 16500 North Dakota Ridge Drive in Longmont, sells for \$11.95.

SHOPPING from 29A

offers gift certificates.

For photographic portraits, Jennifer Schumacher Photography based in Lyons offers a number of different packages. Classic portrait packages start at \$150. A maternity and newborn package called Expectations and Arrivals is \$350, and a Watch Me Grow package of a baby's first-year photos has a prepay price of \$600.

"Portraits are personal gifts that often provoke an emotional response from the lucky family member who receives it," Schumacher said. Gift certificates and holiday cards are also available. Schumacher works on location so the best way to find her is through her Web site at www.jenniferschumacher-photography.com.

If someone on your list would rather have a lasting memory of their favorite horse or other pet, Carol Walker specializes in equine photography as well as photos of pets and their people. Photo packages from Living Images by Carol Walker, at 16500 North Dakota Ridge Drive in Longmont, start at \$295, which includes prints. Walker also has a new book, "Wild Hoofbeats," available for \$29.99 that features photographs of wild horses and a "Wild Hoofbeats" calendar for \$11.95. Gift certificates are also available.

For the adventurer on your list, sailplane rides are available at Mile High Gliding, located in Boulder at 5534 Independence Road. For a ride over Boulder, flights start at \$79. Foothills flights are \$139, and flights to see the snowy peaks of the Divide start at \$179. Lessons are available for between \$209 and \$2,300. If the recipient ends up not being as adventuresome as you thought, gift certificates are transferable.

A high-end present that would appeal to both the bicycling commuter and even the couch potato on your list is an Optibike. These high-performance electric bikes come in four models and range in price from



COURTESY OPTIBIKE

Optibikes are high-performance electric bikes that come in four models and range in price from \$4,995 to \$13,995. The bikes are designed, painted and assembled in Boulder at 2150 A Tamarack Ave.

\$4,995 to \$13,995.

Though the frames are made in California, the electronics are locally made, and the bikes are designed, painted and assembled in Boulder at 2150 A Tamarack Ave.

Optibikes can travel up to 50 miles on one battery charge, so they can help bicyclists commute longer

distances.

"But Optibikes also open up cycling to a wider audience by extending the range over which people ride bikes," said Craig Weakley, marketing director for Optibike.

Pedaling is optional, so those couch potatoes can enjoy the ride on an Optibike.

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Use office party to help advance, not derail your career

BY CAROL KINSEY GOMAN

Special to the Business Report

The holiday office party offers a great opportunity to socialize with co-workers, meet new people, and develop or deepen relationships.

However, a holiday get-together can also quickly turn into a career-limiting event, unless you understand the do's and don'ts of appropriate behavior.

The desire to relax and have fun – especially in these challenging economic times can be a highly anticipated, positive antidote to workplace stress. But when you combine the need to let your hair down with too many glasses of wine or cocktails, it's a mix that can cause trouble.

You may forget that this is not the time to rant about the depreciated value of your 401(k), tell the latest off-color joke, or let your boss know that the whole department resents her micro-management style. In fact, those kinds of inappropriate comments, which all too often slip out after a few drinks, may not only cost you a promotion but quite possibly a job.

On the other hand, the holiday party is a wonderful time to mingle with colleagues in a less-pressured setting. It's a great chance to thank those who have been helpful or supportive throughout the year.

But there is another personal dynamic you should be aware of at an office party beyond moderate drinking and monitoring what you say: It is also about under-



standing the impact of everything you don't say.

In all workplace situations, including office parties, your nonverbal behavior speaks volumes. The trick is to actually embody the messages that you want delivered. Here are some body language tips that will help your holiday office party be a personal and professional success:

- Develop an inclusive, welcoming attitude. Pretend that you are the party's host or hostess, and that your job is to make others feel welcome and at ease. Approaching people with this attitude will immediately resonate in a positive way.

- Stand tall. Your mother was right when she told you to stand up straight. As you pull your shoulders back and hold your head high, you assume a posture of

confidence and self-esteem.

- Optimize the power of touch by shaking hands, but don't go overboard. The way you greet your fellow party-goers can have a huge impact on their perception of you. A firm handshake is a business skill worth developing, and a light touch on the arm or shoulder can create an instant bond. But if you hang on people or touch them too frequently, you send unintended signals of neediness or flirtation.

- Let your body show that you are at ease. If you want people to see you as comfortable and approachable, assume an open position with your legs about shoulder width apart and your arms loosely at your side. Don't cross your arms and legs or use objects as barriers. It looks as if you are closed off or resistant.

- Smile. A smile is an invitation, a sign of welcome. Smiling directly influences how other people respond to you. The human brain prefers happy faces, recognizing them more quickly than those with negative expressions. In fact, research shows that if you smile at someone, it activates the "reward center" in that person's brain. It is also a natural response for the other person to smile back at you.

- Make positive eye contact. Looking at someone's eyes transmits energy and indicates interest and openness. (To improve your eye contact, make a practice of noticing the eye color of everyone you talk with at the party.)

- Lean in slightly. Leaning forward shows you're engaged and interested, but also be respectful of other people's space. Although this varies by culture, in North American business situations, even in a party setting, that means staying at least 18 inches away.

You should definitely attend the holiday office party and have a good time. Just remember, you're at a work-related social function that is just as important as any other business function. Keep these tips in mind, and use the office party to help advance, not derail your career.

Carol Kinsey Goman, Ph.D., is an executive coach, author and keynote speaker who addresses association, government, and business audiences around the world. Contact her by phone at 510-526-1727 or e-mail CGoman@CKG.com.

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BANKRUPTCIES

Applications for bankruptcy protection are filed with the U.S. Bankruptcy Court in Denver. Chapter 7 denotes filings made for liquidation. Chapter 11 indicates filings for reorganization. Chapter 13 indicates filings that enable petitioners to pay off their creditors over three to five years.

PETITIONER: ELIZABETH ANN JUELL, 435 DEWEY AVE., BOULDER, CO 80304. CASE NO.: 2008-21612. DATE: 8/4/08. TYPE: 7.

PETITIONER: RICHARD PORTER SHIELDS, 712 TUNDRA PLACE, LONGMONT, CO 80501. CASE NO.: 2008-21626. DATE: 8/4/08. TYPE: 7.

PETITIONER: ANGELA CHANTELE DIEDTRICH, P.O. BOX 380, LAFAYETTE, CO 80026. CASE NO.: 2008-21658. DATE: 8/5/08. TYPE: 7.

PETITIONER: RALPH M. PARKER, 1400 S. COLLYER ST., LONGMONT, CO 80501. CASE NO.: 2008-21651. DATE: 8/5/08. TYPE: 7.

PETITIONER: ROBERT ANDREW BORREGO, 509 E. OAK ST., LAFAYETTE, CO 80026. CASE NO.: 2008-21677. DATE: 8/5/08. TYPE: 7.

PETITIONER: TERRLYN LEE JOHNSON, P.O. BOX 723, NIWOT, CO 80544. CASE NO.: 2008-21731. DATE: 8/6/08. TYPE: 7.

PETITIONER: BRIAN C. MILLER, 303 B. W. GEN-ESIO ST., LAFAYETTE, CO 80026. CASE NO.: 2008-21844. DATE: 8/7/08. TYPE: 7.

PETITIONER: GEORGE ROBERT WOOLSEY, 1344 TORREYS PEAK, LONGMONT, CO 80501. CASE NO.: 2008-21806. DATE: 8/7/08. TYPE: 7.

PETITIONER: JERALD S. WILLIAMS, 630 LASHLEY ST., LONGMONT, CO 80501. CASE NO.: 2008-21828. DATE: 8/7/08. TYPE: 7.

PETITIONER: SCOTT GREGORY HARRIS, 418 TYNAN COURT, ERIE, CO 80516. CASE NO.: 2008-21792. DATE: 8/7/08. TYPE: 7.

PETITIONER: ANTHONY BRYANT ELLIANO, 2945 W. 131ST WAY, BROOMFIELD, CO 80020. CASE NO.: 2008-21905. DATE: 8/8/08. TYPE: 7.

PETITIONER: CHARLES IRVING HUGHES, 2569 STONEWALL LANE, LAFAYETTE, CO 80026. CASE NO.: 2008-21870. DATE: 8/8/08. TYPE: 7.

PETITIONER: DEBRA ANN LADLEY, 1077 MCINTOSH, BROOMFIELD, CO 80020. CASE NO.: 2008-21930. DATE: 8/8/08. TYPE: 7.

PETITIONER: JAMES PAUL RAWSTHORNE, P.O. BOX 1526, NEDERLAND, CO 80466. CASE NO.: 2008-21943. DATE: 8/8/08. TYPE: 7.

PETITIONER: MARNIE SUE JOHNSON, P.O. BOX 162, LONGMONT, CO 80502. CASE NO.: 2008-21929. DATE: 8/8/08. TYPE: 7.

PETITIONER: WARREN DIXON HILL, 3980 BROADWAY, BOULDER, CO 80304. CASE NO.: 2008-21885. DATE: 8/8/08. TYPE: 13.

PETITIONER: MARCO EUGENIO LALAGUNA, 1294 FALL RIVER CIRCLE, LONGMONT, CO 80501. CASE NO.: 2008-21947. DATE: 8/9/08. TYPE: 7.

PETITIONER: HAILU SAMUEL DEGU, 14335 CORRINE COURT, BROOMFIELD, CO 80023. CASE NO.: 2008-22116. DATE: 8/13/08. TYPE: 7.

PETITIONER: KIRK D. OVERS, 1040 E. 10TH AVE., No. 215, BROOMFIELD, CO 80020. CASE NO.: 2008-22171. DATE: 8/13/08. TYPE: 7.

PETITIONER: RANDALL LEE JACKSON, 1221 BAKER ST., LONGMONT, CO 80501. CASE NO.: 2008-22139. DATE: 8/13/08. TYPE: 7.

PETITIONER: SCOTT WILLIAM BRICKER, 3171 ROCK CREEK DRIVE, BROOMFIELD, CO 80020. CASE NO.: 2008-22186. DATE: 8/13/08. TYPE: 7.

PETITIONER: BRETT D. KENDERS, 1021 TOWNLEY CIRCLE, LONGMONT, CO 80501. CASE NO.: 2008-22254. DATE: 8/14/08. TYPE: 7.

PETITIONER: DANNY STEVEN BROOKS, 12136 APPLEWOOD COURT, BROOMFIELD, CO 80020. CASE NO.: 2008-22211. DATE: 8/14/08. TYPE: 7.

PETITIONER: DARLENE GERTRUDE CANDINI, 3030 CARNEGIE DRIVE, BOULDER, CO 80305. CASE NO.: 2008-22292. DATE: 8/14/08. TYPE: 7.

PETITIONER: DEBORAH LYNN TAYLOR, 15224 LIPAN ST., BROOMFIELD, CO 80020. CASE NO.: 2008-22247. DATE: 8/14/08. TYPE: 7.

PETITIONER: KEVIN GRANT SLICK, 571 W. ST., LOUISVILLE, CO 80027. CASE NO.: 2008-22281. DATE: 8/14/08. TYPE: 7.

PETITIONER: LORISSA LYNN ARGORAY, 4565 OSAGE DRIVE, BOULDER, CO 80303. CASE NO.: 2008-22291. DATE: 8/14/08. TYPE: 7.

PETITIONER: MATTHEW JOHN PHILABAUM, 2900 AURORA AVE., BOULDER, CO 80303. CASE NO.: 2008-22297. DATE: 8/14/08. TYPE: 7.

PETITIONER: MICHAEL JAMES CHRISTOFF, 10346 QUAIL ST., BROOMFIELD, CO 80021. CASE NO.: 2008-22221. DATE: 8/14/08. TYPE: 7.

PETITIONER: RICHARD GLENN FOX, 772 GATEWAY CIRCLE, LAFAYETTE, CO 80026. CASE NO.: 2008-22245. DATE: 8/14/08. TYPE: 7.

PETITIONER: DIANE ELIZABETH RIGGS, 9011 DOVER ST., BROOMFIELD, CO 80021. CASE NO.: 2008-22369. DATE: 8/15/08. TYPE: 7.

PETITIONER: JAMES GREGORY FLATT, P.O. BOX 37, ALLENSPARK, CO 80510. CASE NO.: 2008-22338. DATE: 8/15/08. TYPE: 7.

PETITIONER: JOSEPH ALBERT KLINKNA JR., P.O. BOX 337, NIWOT, CO 80544. CASE NO.: 2008-22339. DATE: 8/15/08. TYPE: 7.

PETITIONER: RYAN CARLSON, 3955 W. 127TH AVE., BROOMFIELD, CO 80020. CASE NO.: 2008-22355. DATE: 8/15/08. TYPE: 13.

PETITIONER: VALERIE ELIZABETH WINTERS, 1400 S. COLLYER ST., No. 278, LONGMONT, CO 80501. CASE NO.: 2008-22381. DATE: 8/16/08. TYPE: 7.

PETITIONER: ARTHUR RAYMOND MAHAGAN JR., 3136 W. 134TH COURT, BROOMFIELD, CO 80020. CASE NO.: 2008-22426. DATE: 8/18/08. TYPE: 13.

PETITIONER: CHARITY CHRISTMAN, 1310 CIMMARON DRIVE, LAFAYETTE, CO 80026. CASE NO.: 2008-22424. DATE: 8/18/08. TYPE: 7.

PETITIONER: ELIZABETH ANN CLIFF, 11072 YELLOWSTONE, LONGMONT, CO 80504. CASE NO.: 2008-22445. DATE: 8/18/08. TYPE: 7.

PETITIONER: JACKIE ELIZABETH STOCKTON, 2188 HACKBERRY CIRCLE, LONGMONT, CO 80501. CASE NO.: 2008-22446. DATE: 8/18/08. TYPE: 7.

PETITIONER: MICHAEL J. CARPENTER, 1414 GAY ST., LONGMONT, CO 80501. CASE NO.: 2008-22393. DATE: 8/18/08. TYPE: 7.

PETITIONER: JEREMY B. GROVES, P.O. BOX 2565, LYONS, CO 80540. CASE NO.: 2008-22483. DATE: 8/19/08. TYPE: 7.

PETITIONER: LORI BUHR MCNICHOL, 808 OSPREY COURT, LOUISVILLE, CO 80027. CASE NO.: 2008-22503. DATE: 8/19/08. TYPE: 7.

PETITIONER: RANDALL CRAIG FRASER, 782 JACQUES WAY, ERIE, CO 80516. CASE NO.: 2008-22463. DATE: 8/19/08. TYPE: 7.

PETITIONER: JESSE LEE FRESQUEZ, 1200 KIMBARK ST., LONGMONT, CO 80501. CASE NO.: 2008-22588. DATE: 8/20/08. TYPE: 7.

PETITIONER: LORENE C. BUSTAMANTE, 1812 CENTAUR COURT, LAFAYETTE, CO 80026. CASE NO.: 2008-22595. DATE: 8/20/08. TYPE: 7.

PETITIONER: RAYMOND PETER MONTOYA, 2875 BLUE SKY CIRCLE, ERIE, CO 80516. CASE NO.: 2008-22579. DATE: 8/20/08. TYPE: 7.

PETITIONER: CAROLYN JEAN HERRING, 429 TERRY ST., APT. 7, LONGMONT, CO 80501. CASE NO.: 2008-22726. DATE: 8/21/08. TYPE: 7.

PETITIONER: EMORY LEROY ELKINS II, 1115 SPENCER ST., LONGMONT, CO 80501. CASE NO.: 2008-22727. DATE: 8/21/08. TYPE: 7.

PETITIONER: JILL D. MOVICK, 4883 WHITE ROCK CIRCLE No. E, BOULDER, CO 80301. CASE NO.: 2008-22697. DATE: 8/21/08. TYPE: 7.

PETITIONER: NANCY ANN MCFADDEN, 263 CAYWOOD COURT, LONGMONT, CO 80501. CASE NO.: 2008-22729. DATE: 8/21/08. TYPE: 7.

PETITIONER: RICKEY VANCE GREGORY, 13225 ELK MOUNTAIN WAY, BROOMFIELD, CO 80020. CASE NO.: 2008-22651. DATE: 8/21/08. TYPE: 7.

PETITIONER: RUBEN G. GARZA, 1243 PTARMIGAN DRIVE, LONGMONT, CO 80501. CASE NO.: 2008-22724. DATE: 8/21/08. TYPE: 7.

PETITIONER: TONY YANG, 1531 ELMRUST DRIVE, LONGMONT, CO 80503. CASE NO.: 2008-22723. DATE: 8/21/08. TYPE: 7.

PETITIONER: AIMEE LESTELLE WILLIAMS, 2526 SUNSET DRIVE, LONGMONT, CO 80501. CASE NO.: 2008-22827. DATE: 8/22/08. TYPE: 13.

PETITIONER: GAIL LYNN DUNNING, 745 W. FIR COURT, LOUISVILLE, CO 80027. CASE NO.: 2008-22826. DATE: 8/22/08. TYPE: 13.

PETITIONER: LEONARD ALLAN DODDS, 3105 ALMERIA WAY, LONGMONT, CO 80503. CASE NO.: 2008-22835. DATE: 8/22/08. TYPE: 7.

PETITIONER: MARGARETE LANDAU, 655 ALTER ST. 4205, BROOMFIELD, CO 80020. CASE NO.: 2008-22822. DATE: 8/22/08. TYPE: 7.

PETITIONER: MARY SHANNON TRICHE, 2820 W. 133RD AVE., BROOMFIELD, CO 80020. CASE NO.: 2008-22801. DATE: 8/22/08. TYPE: 7.

PETITIONER: SARAH CATHERINE ROLLINS, 1715 EISENHOWER DRIVE, LOUISVILLE, CO 80027. CASE NO.: 2008-22731. DATE: 8/22/08. TYPE: 7.

PETITIONER: ERIK GREGORY BREWER, 534 MARTIN ST., LONGMONT, CO 80501. CASE NO.: 2008-23099. DATE: 8/27/08. TYPE: 7.

PETITIONER: JUDY LEE HAYDENBAROS, 3247 COLORADO HIGHWAY 52, ERIE, CO 80516. CASE NO.: 2008-23035. DATE: 8/27/08. TYPE: 7.

PETITIONER: JULIE MARIE BACON, 825 ORION DRIVE, LAFAYETTE, CO 80026. CASE NO.: 2008-23090. DATE: 8/27/08. TYPE: 7.

PETITIONER: SANDRA GUTIERREZ REID, 4181 COOPER COURT, BOULDER, CO 80303. CASE NO.: 2008-23037. DATE: 8/27/08. TYPE: 7.

PETITIONER: WANDA LEE RODRIGUEZ, 802 SUGAR MILL AVE., LONGMONT, CO 80501. CASE NO.: 2008-23082. DATE: 8/27/08. TYPE: 7.

PETITIONER: ANDREW MARK GREGG, 1672 PARKDALE CIRCLE N., ERIE, CO 80516. CASE NO.: 2008-23118. DATE: 8/28/08. TYPE: 13.

PETITIONER: EDUARDO FEDERICO MOSQUEDA, 912 E. FOURTH AVE., LONGMONT, CO 80501. CASE NO.: 2008-23160. DATE: 8/28/08. TYPE: 7.

PETITIONER: HOWARD H. WARWICK, 1288 GRAHAM CIRCLE, ERIE, CO 80516. CASE NO.: 2008-23121. DATE: 8/28/08. TYPE: 7.

PETITIONER: MARTIN T. LEUTHAEUSER, 1261 BIRCH ST., BROOMFIELD, CO 80020. CASE NO.: 2008-23206. DATE: 8/28/08. TYPE: 7.

PETITIONER: RONALD ARTHUR ROERISH, 4847 MCKINLEY DRIVE, BOULDER, CO 80303. CASE NO.: 2008-23116. DATE: 8/28/08. TYPE: 7.

PETITIONER: EFFAT KORDARI, P.O. BOX 6292, BROOMFIELD, CO 80021. CASE NO.: 2008-23222. DATE: 8/29/08. TYPE: 7.

PETITIONER: GERALDINE M. BOONE, 810 PLATEAU ROAD, LONGMONT, CO 80504. CASE NO.: 2008-23316. DATE: 8/29/08. TYPE: 7.

PETITIONER: IGNACIO ZAMARRONPEREZ, P.O. BOX 711, LONGMONT, CO 80501. CASE NO.: 2008-23312. DATE: 8/29/08. TYPE: 7.

PETITIONER: KATHLEEN ANN EXMAN, 2305 13TH ST., APT. 11, BOULDER, CO 80304. CASE NO.: 2008-23248. DATE: 8/29/08. TYPE: 7.

PETITIONER: LAURA CATHERINE NOE, P.O. BOX 2165, BOULDER, CO 80306. CASE NO.: 2008-23323. DATE: 8/29/08. TYPE: 7.

PETITIONER: MARIANNE E. VRANDACK, 563 RIDGEVIEW DRIVE, LOUISVILLE, CO 80027. CASE NO.: 2008-23313. DATE: 8/29/08. TYPE: 7.

PETITIONER: OTILIA GUZMAN MORA, 2357 BOWEN ST., LONGMONT, CO 80501. CASE NO.: 2008-23317. DATE: 8/29/08. TYPE: 7.

PETITIONER: PETER D. STANSFIELD, 1623 19TH ST., BOULDER, CO 80302. CASE NO.: 2008-23290. DATE: 8/29/08. TYPE: 7.

PETITIONER: REINALDO ALFREDO FERNANDEZ, 1711 DANBURY DRIVE, LONGMONT, CO 80503. CASE NO.: 2008-23241. DATE: 8/29/08. TYPE: 7.

PETITIONER: SABRINA SAE JIN VINDING, 821 W. OAK COURT, LOUISVILLE, CO 80027. CASE NO.: 2008-23245. DATE: 8/29/08. TYPE: 7.

PETITIONER: SARAH THOMPSON HOLLAR, P.O. BOX 187, ERIE, CO 80516. CASE NO.: 2008-23247. DATE: 8/29/08. TYPE: 7.

PETITIONER: DAVID JAMES SPICE, 6125 HABITAT DRIVE, BOULDER, CO 80301. CASE NO.: 2008-23335. DATE: 8/30/08. TYPE: 7.

PETITIONER: DOMINIC ALBERT PALLONE, 1615 CRESTVIEW LANE, ERIE, CO 80516. CASE NO.: 2008-23345. DATE: 8/30/08. TYPE: 7.

PETITIONER: FLORENCIO VALDOVINOS, 1356 MERL PLACE, LONGMONT, CO 80501. CASE NO.: 2008-23355. DATE: 8/30/08. TYPE: 7.

PETITIONER: JAMES EDWARD SIMINGTON III, 1422 S. TERRY ST., LONGMONT, CO 80501. CASE NO.: 2008-23364. DATE: 8/30/08. TYPE: 7.

PETITIONER: JAMIE L. JACOBY, 4905 OSAGE DRIVE, BOULDER, CO 80303. CASE NO.: 2008-23347. DATE: 8/30/08. TYPE: 7.

PETITIONER: ROLANDO SELDA DESUYO, 1400 S. COLLYER ST., LOT 179, LONGMONT, CO 80501. CASE NO.: 2008-23366. DATE: 8/30/08. TYPE: 7.

PETITIONER: ELIZABETH ANN PRESKITT, 3527 CASCADE COURT, BROOMFIELD, CO 80020. CASE NO.: 2008-23389. DATE: 8/31/08. TYPE: 7.

PETITIONER: KELLY H. FULLER, 6255 HABITAT DRIVE, BOULDER, CO 80301. CASE NO.: 2008-23377. DATE: 8/31/08. TYPE: 7.

PETITIONER: MICHAEL JOHN BROWN, 3328 W. 11TH AVENUE PLACE, BROOMFIELD, CO 80020. CASE NO.: 2008-23390. DATE: 8/31/08. TYPE: 7.

PETITIONER: MICHELLE MARIE TAYLOE, 316 21 ST. AVE., APT. B, LONGMONT, CO 80501. CASE NO.: 2008-23384. DATE: 8/31/08. TYPE: 13.

PETITIONER: BENNIE J. YOUNG, 800 RIDGEVIEW AVE., BROOMFIELD, CO 80020. CASE NO.: 2008-23420. DATE: 9/2/08. TYPE: 7.

PETITIONER: JAEMIE MARIE LOTT, 9615 W. 105TH WAY, BROOMFIELD, CO 80021. CASE NO.: 2008-23473. DATE: 9/2/08. TYPE: 7.

PETITIONER: JEN NELSON KERSEY, 36 EVERGREEN ST., BROOMFIELD, CO 80020. CASE NO.: 2008-23408. DATE: 9/2/08. TYPE: 13.

PETITIONER: LISA MARIE GARZA, 1440 EMERY ST., LONGMONT, CO 80501. CASE NO.: 2008-23413. DATE: 9/2/08. TYPE: 7.

PETITIONER: MICHAEL J. DIEHL, 1590 EISENHOWER DRIVE No. 202, BOULDER, CO 80303. CASE NO.: 2008-23477. DATE: 9/3/08. TYPE: 7.

PETITIONER: MICHAEL DONASIANO BAROS, 703 CARDINAL DRIVE, LAFAYETTE, CO 80026. CASE NO.: 2008-23498. DATE: 9/3/08. TYPE: 7.

PETITIONER: SERGIO PENANUNEZ, 129 CHILNOOK PLACE, LONGMONT, CO 80501. CASE NO.: 2008-23505. DATE: 9/3/08. TYPE: 7.

PETITIONER: ADAM CHRISTOPHER BEHRENDT, P.O. BOX 7581, BROOMFIELD, CO 80021. CASE NO.: 2008-23570. DATE: 9/4/08. TYPE: 7.

PETITIONER: BARBARA J. WALLOCH, 361 MULBERRY CIRCLE, BROOMFIELD, CO 80020. CASE NO.: 2008-23568. DATE: 9/4/08. TYPE: 7.

PETITIONER: FELIX DANIEL CARDOZA, 1346 DEXTER ST., BROOMFIELD, CO 80020. CASE NO.: 2008-23547. DATE: 9/4/08. TYPE: 7.

PETITIONER: JOHN THOMAS BRADFORD, 1400 S. COLLYER, LONGMONT, CO 80501. CASE NO.: 2008-23608. DATE: 9/4/08. TYPE: 7.

PETITIONER: ALEXANDER THOMAS HOTZ, 4654 WHITE ROCK CIRCLE No. 2, BOULDER, CO 80301. CASE NO.: 2008-23673. DATE: 9/5/08. TYPE: 7.

PETITIONER: JAMES JOHNATHAN DUNSMOOR, 1654 HEMLOCK WAY, BROOMFIELD, CO 80020. CASE NO.: 2008-23633. DATE: 9/5/08. TYPE: 7.

PETITIONER: MICHAEL ANTHONY MARSILIO, P.O. BOX 1045, BOULDER, CO 80306. CASE NO.: 2008-23621. DATE: 9/5/08. TYPE: 7.

PETITIONER: MICHAEL GORDON MCSWEENEY, 95 S. 36TH ST., BOULDER, CO 80305. CASE NO.: 2008-23646. DATE: 9/5/08. TYPE: 7.

PETITIONER: COLLEEN JESSICA ROQUE, 1310 FRESNO COURT, BROOMFIELD, CO 80020. CASE NO.: 2008-23908. DATE: 9/10/08. TYPE: 7.

PETITIONER: DAVID M. ALLISON, 12712 JULIAN COURT, BROOMFIELD, CO 80020. CASE NO.: 2008-23891. DATE: 9/10/08. TYPE: 7.

PETITIONER: LEANDRO J. MARTINEZ II, 805 MIDWAY BLVD., BROOMFIELD, CO 80020. CASE NO.: 2008-23955. DATE: 9/10/08. TYPE: 7.

PETITIONER: LESLIE BETH JONES, P.O. BOX 18316, BOULDER, CO 80308. CASE NO.: 2008-23887. DATE: 9/10/08. TYPE: 7.

PETITIONER: MATTHEW ADAM RAINER, 4452 STONEY CREEK WAY, BROOMFIELD, CO 80023. CASE NO.: 2008-23897. DATE: 9/10/08. TYPE: 7.

PETITIONER: SEAN MICHAEL ANGELO, 10675 E. GOOSEHAVEN DRIVE, LAFAYETTE, CO 80026. CASE NO.: 2008-23885. DATE: 9/10/08. TYPE: 7.

PETITIONER: STEVEN R. CAIN, 1020 OPAL ST., BROOMFIELD, CO 80020. CASE NO.: 2008-23905. DATE: 9/10/08. TYPE: 7.

PETITIONER: ANITA LOUISE VINTON, 3155 BLUE

► See **Leads, 33A**

CALENDAR

DECEMBER

17 eWomen Network presents **Holiday Extraganza**, from 11 a.m. to 1:30 p.m., A Spice of Life Event Center, 5706 Arapahoe Ave. in Boulder. Holiday networking event for businesswomen. Cost: \$35 to \$55. Contact: Bella Weber at 303-588-5767 or bellaweber07@ewomennetwork.com.

Denver/Boulder Startup Meetup presents **E-ball Annual Holiday Party** starting at 6 p.m., Gordon Biersch Brewery, 1 W. Flatiron Circle in Broomfield. A holiday party for entrepreneurs and people who don't have an office party to go to. Cost: \$1. Contact: www.meetup.com/Denver-BoulderStartups.

18 The Change Place presents **Leading People to Success** from 8:30 to 10:30 a.m., Homewood Suites, 4950 Baseline Road in Boulder. This seminar describes how leaders can think like a coach and bring out the best in their staff. R.S.V.P. required. Cost: Free. Registration deadline: Monday, Dec. 15. Contact: Karla Reiss at 303-530-9699 or ed@thechangeplace.com.

23 The Longmont Area Chamber of Commerce presents **Leads for Success** from 11:30 a.m. to 1 p.m., DaVinci's Italian Bistro, 526 Main St. in Longmont. Cost: \$60 join fee. Registration deadline: Monday, Dec. 22. Contact: www.longmontchamber.org.

JANUARY

4 Hotel Boulderado presents an **Open House** from 3 to 6 p.m., 2115 13th St., Boulder. Complimentary hors d'oeuvres, cake, and a champagne toast for the hotel's Centennial Celebration. Cost: Free and open to the public. Contact: 303-440-2880

MONTHLY

Boulder Valley Ventura Publisher User Group meets **each month**. Call Gay Lang at 303-665-2622 for time and location.

The East Boulder County Business and Professional Women's Monthly Luncheon is held **the third Monday** of each month at Karen's in the Country, 1900 Plaza Drive in Louisville. Visitors welcome; reservations are required. Call 303-277-8394.

The **Boulder Coaches Alliance** meets from **6:30 to 9 p.m. the last Monday** of the month in downtown Boulder. For locations and more information call Cynthia Morris 303-442-0664, e-mail cynthia@originalimpulse.com or visit www.bouldercoaches.org.

The **Boulder Business Leads Group** meets the second

and fourth Tuesdays of each month from noon to 1 p.m. at Dolan's Restaurant, 2319 Arapahoe Ave., Boulder. Helping to advocate and promote our members' businesses throughout the community, passing qualified business referrals to other group members, and fostering lasting professional networking relationships among our members. Contact Kate Kellett, Realtor at 303-541-1932 or visit www.boulderbusinessleads.com.

The **Rockies Venture Club**, an entrepreneurial networking group, meets on **the second Tuesday** of the month in Denver at the Marriott City Center. Visit www.rockiesventureclub.org for details and registration, or call the RVC office at 303-831-4174.

The **Rocky Mountain Internet Users Group** meets **7 to 9 p.m. the second Tuesday** of odd-numbered months. The free meeting includes a featured speaker on an Internet-related topic. Contact Dan by e-mail at dan@rmiug.org or visit www.rmiug.org for more information.

The Boulder Denver New Technology Meetup Group meets the first Tuesday of each month for entrepreneurs to showcase new technologies. Location and time varies. Visit <http://newtech.meetup.com>.

Boulder Evening Optimist Club, a civic organization, meets **6 to 8:30 p.m. the first three Tuesdays** of the month at the Spice of Life Center, 5706 Arapahoe Ave. in Boulder. Contact Fred Sage at 303-499-7952 or Charles Dinwiddie at 303-442-0661.

The Colorado Hypnotherapist Monthly Meeting is from **6:30 to 8:30 p.m. on the second Tuesday** of each month at 1600 38th St., Suite 201 in Boulder. Call 303-963-1688.

The Boulder Valley Chapter of the Institute of Management Accountants meets from **6:15 to 8 p.m. the third Tuesday** of each month, January through May, for dinner and a speaker meeting. Cost is \$21. Call Alison Giachetti at 303-443-7267.

Lafayette Cultural Arts Commission meets **7 p.m. on the fourth Tuesday** of each month. Call Janet McGavin at 303-665-5917 for information and locations.

Coal Creek Chapter of the American Businesswomen's Association meets **6:30 p.m. the second Wednesday** of each month at Juan Orleans restaurant, 400 W. South Boulder Road in Lafayette. Cost is \$8.50. Call Kathleen Nolan at work 303-576-1140 or home 303-666-9138.

The Democratic Women of Boulder County meets at **11:30 a.m. the second Wednesday** of each month at

the Angel Pines Country Club, 5706 Arapahoe Ave. in Boulder. Cost is \$12 if ordering lunch, and an advance reservation is required. Meetings are open to the public. Call 303-442-6091.

Colorado Professional Organizers meets **the third Wednesday** of each month at the Clayton Foundation at 3801 Martin Luther King Blvd. in Denver. Networking starts at 6:30 p.m. The meetings run from 7 to 9 p.m. Cost is \$10 for nonmembers. Call 303-751-3220.

Boulder B2B-Only Leads Group meets **the first three Thursdays** of the month from 11:30 a.m. to 1 p.m. at the Olive Garden Restaurant at Pearl and 26th in Boulder. The group only allows salespeople and owners who sell to businesses. Contact Mark Hiatt at 303-791-3237.

Secrets of a Successful Business Plan is hosted by the Boulder Small Business Development Center from 2 to 5 p.m. at 2440 Pearl St. in Boulder during **the first Thursday** of the month. Cost: \$40 Chamber members, \$50 nonmembers. Call Christine Stubbs at 303-442-1475 ext. 2.

The Colorado Green Tech Meetup, a gathering of people involved and/or interested in Green Tech including energy generation, transportation, construction, and efficiency technologies, meets from 5:30 (for networking) to 7:30 p.m. at the Business Building, CU Boulder campus on **the second Thursday** of the month. Cost: free. Contact: 303-588-7531, kris@coloradogreentech.net or visit www.coloradogreentech.net.

The Colorado Internet Keiretsu CIK), a networking organization for founders and chief executive officers of Internet-based businesses in Colorado, meets **the second Thursday** of every other month. The event is open to members only. Contact Catapult PR at 303-581-7760 or visit www.cik.org for membership information and meeting times and locations.

The Colorado Macintosh User Group meets at **7 p.m. on the second Thursday** of every month in the big auditorium at NCAR, 1850 Table Mesa Drive in Boulder. Meetings are free and open to the public. Discussions include business and personal applications for Mac hardware and software, trends, bugs and visits from industry representatives. Call 303-543-8300 or visit www.comug.com.

Boulder Chapter of International Association of Administrative Professionals meets at **5:30 p.m. the third Thursday** of each month at La Hacienda Restaurant at Conestoga Street and Arapahoe Avenue in Boulder. Cost is \$11 for program and dinner. Call Robin Trader at 303-678-2742 for reservations and

information.

Boulder Business and Professional Women meets from **5:30 to 8 p.m. on the third Thursday** of the month. Programs cover a broad range of topics of interest to working women. Guests welcome. Cost: Members \$20, guests \$25, walk-ins \$25. Contact: registration@boulderbpw.org

Lunch and Network meets the **third Thursday of the month** at various locations. An informal networking event for local businesspeople. Contact: Tobi Hunt, 720-406-6907 or thunt@kisinvestments.com.

Toastmasters meets for a Loquacious Lunch Bunch during the **second, fourth and fifth Thursdays** of the month at the YWCA, 2222 14th St. in Boulder. Contact: Wally Clark, 303-440-0328.

ON TARGET Resource Networks "Lunch 'n Network" is held from **11:30 a.m. to 1:30 p.m. the first Friday** of the month at Thyme on the Creek Restaurant at the Millennium Harvest House Hotel in Boulder. For "great eats and great meets" contact Maxine Brand at 303-449-7771 or maxine@prequalifiedsuppliers.com. Cost: \$15, includes meal, beverage, tax and tip. No reservations necessary. Drop in any time.

PC User's Group of Colorado meets **7 p.m. on the last Friday** of each month in room 224 of the University of Colorado Business School. Meetings are free and open to the public. Call Don Hagge at 303-499-3451, Ed Doerr at 303-772-8010 or Margaret Auld-Louie at 303-278-1152.

The Boulder Jaycees, an organization for professional people between the ages of 18 and 40, meets **5:30-6:30 p.m. the first and third Monday** of each month at the Norlin Keating Seminar Room on the third floor of Norlin Library at the University of Colorado at Boulder. Contact Catherine Williams at 303-449-7134 or www.boulderjaycees.org.

Café Palo Alto meets for breakfast the **third Wednesday of each month** at 1951 S. Fordham St., Suite 250 in Longmont. Business networking group offering mentors. Cost: \$15 to \$30. R.S.V.P. 303-772-6100 ext. 10.

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

LEADS from 33A

SKY CIRCLE, ERIE, CO 80516. CASE NO.: 2008-24040. DATE: 9/11/08. TYPE: 7.

PETITIONER: ANTHONY ARTHUR SANCHEZ, 275 CORAL WAY, BROOMFIELD, CO 80020. CASE NO.: 2008-24000. DATE: 9/11/08. TYPE: 13.

PETITIONER: BARRY LINTON HARVEY, 10430 JELLISON WAY, BROOMFIELD, CO 80021. CASE NO.: 2008-23971. DATE: 9/11/08. TYPE: 7.

PETITIONER: GERMAN CORDOVA RUIZ, 2211 PRATT ST., LONGMONT, CO 80501. CASE NO.: 2008-24029. DATE: 9/11/08. TYPE: 7.

PETITIONER: JOANNE HARVEY, 671 SNOW-BERRY ST., LONGMONT, CO 80503. CASE NO.: 2008-24028. DATE: 9/11/08. TYPE: 7.

PETITIONER: JOSEPH M. SAVIN, 11489 FAIR VIEW, LONGMONT, CO 80504. CASE NO.: 2008-23988. DATE: 9/11/08. TYPE: 7.

PETITIONER: PATRICK THOMAS GRIMES, 84 BAYLOR DRIVE, LONGMONT, CO 80503. CASE NO.: 2008-24041. DATE: 9/11/08. TYPE: 7.

PETITIONER: BEATRICE J. VASQUEZ, 429 BARNARD COURT, LONGMONT, CO 80501. CASE NO.: 2008-24071. DATE: 9/12/08. TYPE: 7.

PETITIONER: GERALD PATRICK LAVELLE, 4555 N. 26TH ST., BOULDER, CO 80301. CASE NO.: 2008-24049. DATE: 9/12/08. TYPE: 7.

PETITIONER: JESUS HERNANDEZ MUNOZ, 144 E. ROGERS ROAD, LONGMONT, CO 80501. CASE NO.: 2008-24069. DATE: 9/12/08. TYPE: 7.

PETITIONER: RUTH ANN MEHRA, 2652 PHEASANT DRIVE, LONGMONT, CO 80503. CASE NO.: 2008-24048. DATE: 9/12/08. TYPE: 7.

PETITIONER: TRACEY MICHAELE HUNDLEY, 965 DELPHI DRIVE, LAFAYETTE, CO 80026. CASE NO.: 2008-24093. DATE: 9/12/08. TYPE: 7.

PETITIONER: SCOTT B. DAVIDSON, 2383 HIGH LONESOME TRAIL, LAFAYETTE, CO 80026. CASE

NO.: 2008-24124. DATE: 9/14/08. TYPE: 13.

PETITIONER: CHISTOPHER E. PASSERELLA, 8717 TRIPLE CROWN DRIVE, LONGMONT, CO 80504. CASE NO.: 2008-24237. DATE: 9/16/08. TYPE: 7.

PETITIONER: ELIZABETH CULVER SULLIVAN, 1496 SERENE DRIVE, ERIE, CO 80516. CASE NO.: 2008-24216. DATE: 9/16/08. TYPE: 7.

PETITIONER: JOSEPH J. CHECK, 1130 GAY ST., LONGMONT, CO 80501. CASE NO.: 2008-24214. DATE: 9/16/08. TYPE: 13.

PETITIONER: MICHAEL ANDREW HARTIN, 2898 E. AURORA AVE., BOULDER, CO 80303. CASE NO.: 2008-24205. DATE: 9/16/08. TYPE: 7.

PETITIONER: MICHAEL KOVANDA, 13335 GROVE COURT, BROOMFIELD, CO 80020. CASE NO.: 2008-24224. DATE: 9/16/08. TYPE: 13.

PETITIONER: BARRY JAY BAYNE, 5000 BUTTE ST., BOULDER, CO 80301. CASE NO.: 2008-24294. DATE: 9/17/08. TYPE: 7.

PETITIONER: CASEY CAPSHAW, 37 SILVER SPRUCE, BOULDER, CO 80302. CASE NO.: 2008-24287. DATE: 9/17/08. TYPE: 7.

PETITIONER: DAVID LANE REEVE, 4306 WELD COUNTY ROAD No. 22, LONGMONT, CO 80504. CASE NO.: 2008-24263. DATE: 9/17/08. TYPE: 7.

PETITIONER: DOUGLAS ANDREW MAYHEW, 307 LABELLE ROAD, BOULDER, CO 80302. CASE NO.: 2008-24269. DATE: 9/17/08. TYPE: 11.

PETITIONER: ROBERT FEARON, 4113 CAMBRIDGE AVE., BROOMFIELD, CO 80020. CASE NO.: 2008-24316. DATE: 9/17/08. TYPE: 7.

PETITIONER: STANLEY RONALD PEARSON, 1344 FLANNAGAN COURT, ERIE, CO 80516. CASE NO.: 2008-24291. DATE: 9/17/08. TYPE: 7.

PETITIONER: STEVEN WHITNEY PHOENIX, 3525 LAKEVIEW CIRCLE, LONGMONT, CO 80503. CASE

NO.: 2008-24292. DATE: 9/17/08. TYPE: 7.

PETITIONER: ALLEN R. STRONG, 770 W. CHESTER ST., LAFAYETTE, CO 80026. CASE NO.: 2008-24392. DATE: 9/18/08. TYPE: 7.

PETITIONER: GARY ALLEN YOST, 510 W. THIRD AVENUE DRIVE, BROOMFIELD, CO 80020. CASE NO.: 2008-24438. DATE: 9/18/08. TYPE: 7.

PETITIONER: ROXIE ANN VIGUS, 805 W. FIRST AVE., BROOMFIELD, CO 80020. CASE NO.: 2008-24364. DATE: 9/18/08. TYPE: 7.

PETITIONER: LINDA LEE BISHOP, 727 NELSON PARK DRIVE, LONGMONT, CO 80503. CASE NO.: 2008-24459. DATE: 9/19/08. TYPE: 7.

PETITIONER: SHANNON GAY SCHMIDT, 9100 VANCE ST., APT. 1215, BROOMFIELD, CO 80021. CASE NO.: 2008-24450. DATE: 9/19/08. TYPE: 7.

PETITIONER: CARL L. FRYSIG, 4858 HIGHLAND DRIVE, LOT 10, LONGMONT, CO 80503. CASE NO.: 2008-24544. DATE: 9/20/08. TYPE: 7.

PETITIONER: CERISSE DAWN CARPENTER, 1312 17TH AVE., LONGMONT, CO 80501. CASE NO.: 2008-24543. DATE: 9/20/08. TYPE: 7.

PETITIONER: IRENE MELBA STUFFLEBEAN, P.O. BOX 6354, LONGMONT, CO 80501. CASE NO.: 2008-24541. DATE: 9/20/08. TYPE: 7.

PETITIONER: ROBIN YVONNE WOOD, 1395 LEYNER DRIVE, ERIE, CO 80516. CASE NO.: 2008-24540. DATE: 9/20/08. TYPE: 7.

PETITIONER: DANIEL JAMES DURAN, 1139 JUDSON ST., LONGMONT, CO 80501. CASE NO.: 2008-24545. DATE: 9/21/08. TYPE: 7.

PETITIONER: ALBA LUZ CARDOZA, 1303 CENTAURO CIRCLE, LAFAYETTE, CO 80026. CASE NO.: 2008-24770. DATE: 9/24/08. TYPE: 7.

PETITIONER: ALBERT DONA NADEAU, 175 WILLOW COURT N., BROOMFIELD, CO 80020. CASE NO.: 2008-24744. DATE: 9/24/08. TYPE:

13.

PETITIONER: ANDREW BENICIO LUJAN, 9325 W. 100TH CIRCLE, BROOMFIELD, CO 80021. CASE NO.: 2008-24768. DATE: 9/24/08. TYPE: 7.

PETITIONER: BONNIE ELAINE JENNINGS, 911 TIMBER COURT, LONGMONT, CO 80501. CASE NO.: 2008-24729. DATE: 9/24/08. TYPE: 7.

PETITIONER: JANET C. DENNY, 1800 IONIC DRIVE, No. A, LAFAYETTE, CO 80026. CASE NO.: 2008-24732. DATE: 9/24/08. TYPE: 7.

PETITIONER: STANLEY B. MAJOROWSKI, 165 SUNSET ST., LONGMONT, CO 80501. CASE NO.: 2008-24727. DATE: 9/24/08. TYPE: 7.

PETITIONER: ANGELA DEFABBIO, 13149 BRYANT PLACE, BROOMFIELD, CO 80020. CASE NO.: 2008-24844. DATE: 9/25/08. TYPE: 7.

PETITIONER: CATHY ANN SHEPARD, 11051 JASPER ROAD, LAFAYETTE, CO 80026. CASE NO.: 2008-24862. DATE: 9/25/08. TYPE: 7.

PETITIONER: CYNTHIA MORRIS, 920 KELLY PLACE, LONGMONT, CO 80501. CASE NO.: 2008-24860. DATE: 9/25/08. TYPE: 7.

PETITIONER: DEBRA BETH LAMBERT, 3375 SENTINEL DRIVE, BOULDER, CO 80301. CASE NO.: 2008-24859. DATE: 9/25/08. TYPE: 7.

PETITIONER: DONNA LYNETTE WEBER, 1015 21ST AVE., LONGMONT, CO 80501. CASE NO.: 2008-24856. DATE: 9/25/08. TYPE: 7.

PETITIONER: ELEAZAR CUNYAS, P.O. BOX 2417, LONGMONT, CO 80502. CASE NO.: 2008-24853. DATE: 9/25/08. TYPE: 7.

PETITIONER: JESSE DAVID WELCH, 1613 JEFFERSON AVE., LOUISVILLE, CO 80027. CASE NO.: 2008-24867. DATE: 9/25/08. TYPE: 7.

PETITIONER: MISTI DAWN SNOW, 719 AMERICANA ROAD, LONGMONT, CO 80501. CASE NO.: 2008-24854. DATE: 9/25/08. TYPE: 7.

Top-Selling Boulder County Single-Builder Subdivisions
Year to date October 2008

Subdivision	Builder	City	Average Price	Recorded Closings
1. The Peloton	Cityview Peloton 390 LP	Boulder	\$385,300	80
2. Prairie Village 3	Standard Pacific Homes	Longmont	\$268,800	30
3. Northfield Commons Condos	Markel / Coast to Coast	Boulder	\$219,800	23
4. Fox Meadow 3 Condos	Engle Homes	Longmont	\$137,600	18
5. Creekside 2 Townhomes	Engle Homes	Erie	\$193,000	16
6. Lyons Valley Park 6,7	Markel Homes	Lyons	\$445,200	14
7. Dakota Ridge Village	Markel Homes	Boulder	\$722,400	13
8. Northfield Commons Townhomes	Markel / Coast to Coast	Boulder	\$314,100	12
9. 1505 Pearl	Coburn Development	Boulder	\$830,500	10
10. Holiday – Crescent Condos	Coburn Development	Boulder	\$430,500	10

Source: Home Builders Research

Foreclosures in Boulder County

(Nov. 1 – 30, 2008)

City	Forclosures Filed	Deeds Issued
Allenspark	0	0
Boulder	11	2
Eldorado Springs	0	0
Erie	3	1
Golden	1	2
Jamestown	1	0
Lafayette	6	3
Longmont	47	30
Louisville	3	0
Lyons	3	0
Nederland	3	0
Niwot	0	0
Superior	2	1
Ward	0	0
TOTAL	80	39
Year-to-date 2008	938	448
Year-to-date 2007	889	531

Source: Boulder County Public Trustee

Top 10 Boulder County Builders
Year To Date October 2008

Builder	Home Sales	County Market Share
1. Cityview Peloton 390 LP	80	17.7%
2. Engle Homes	51	11.3%
3. Markel Homes	51	11.3%
4. Coast to Coast Development / Markel	36	7.9%
5. Standard Pacific Homes	30	6.6%
6. Coburn Development	22	4.9%
7. Wonderland Homes	17	3.8%
8. Richmond American Homes	10	2.2%
9. Capital Pacific Homes	8	1.8%
10. Coast to Coast Development	8	1.8%
Remaining homebuilders	139	30.7%
Total	452	100%

Source: Home Builders Research

Highest-Priced Home Sales in Boulder County
October 2008

Sale Price	Buyer, Address
\$2,799,900	William Langer and Lizanne M. Ury, 700 Utica Ave., Boulder
\$2,750,000	Mitchell John III and Yvonne Lo Janowski, 535 Evergreen Ave., Boulder
\$2,347,000	Patrick J. Lillis, 6745 Niwot Hills Drive, Longmont
\$2,138,000	Michael C. Gilliland, 9421 N. 63rd St., Longmont
\$1,850,000	James E. and Kimberly M. Chanin, 1710 Sunset Blvd., Boulder
\$1,450,000	Kristen Wolf Trust, 2310 Linden Ave., Boulder
\$1,375,000	Tom and Anne Zelibor, 3920 Glenn Eyre Drive, Longmont
\$1,166,400	Andrea Scarsi Taydus, 3540 Longwood Ave., Boulder
\$1,075,000	Frank J. and Rebecca F. Amoroso, 6212 Songbird Circle, Boulder
\$1,060,000	Joseph G. Bartels, 7055 Rustic Trail, Boulder

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

Properties in South Boulder sell for \$8.5 million

BOULDER – Eight properties totaling 4.3 acres on the east and west sides of U.S. 36 and Baseline Road in South Boulder have been sold to a local investment group for \$8.5 million.

East Baseline Investors LLC and West Baseline Investors LLC, headed by Bruce Dierking and Jim Loftus, purchased the properties at 2830, 2850, 2900, 2700, 2720 and 2750 Baseline Road, and 2765 and 2800 Moorhead Ave.

The Sybil Moschetti Family Limited Partnership, which benefits the children and grandchildren of the late Bauldie Moschetti, sold the properties.

Baseline Auto Service, Noodles & Co., Boulder Gas, Grease Monkey, Wendy’s, Baseline Liquors and Nick’s Auto Repair lease a total of 21,345 square feet of buildings on the land.

Dierking said the new owners will honor tenant leases – most of which expire in 2010 and 2011 – and then discuss possible future redevelopment of the properties in a few years.

“We’ll take a look and give some thought to what the next generation of development might be,” Dierking said. The land is zoned Business Community 2, which generally allows for retail centers serving a number of neighborhoods.

“I don’t think we’ll change the zoning,” Dierking said. “It’s the right location next to CU and residential neighborhoods where community oriented retail, office

or lodging would make sense.”

Kevin Hart and Harriet Fox with Coldwell Banker Commercial NRT in Boulder helped broker the real estate deal. Scott Reichenberg and Neil Litmann with The Colorado Group, partners in the investment group, also were instrumental in the deal, Dierking said.



REAL ESTATE
David Lucas

“FirstTier stepped up in a tough lending environment,” Dierking said.

BUILDING BUY: The owners of The Cain Travel Group Inc. have purchased a building with plans to move their Boulder-based travel business across town by late next year.

CTG Partners LLC purchased the 10,600-square-foot building at 2990 S. Center Green Court, on the southwest corner of Foothills Highway and Valmont Road, for \$1,365,000, according to Boulder County public records. Center Green Properties LLC was the seller.

The 33-year-old travel company with

56 employees wanted to own instead of lease, said President Mike Cain. The building provided a good opportunity in a location with good access and visibility, he said. In addition, the slowing market provided favorable buying conditions, he said.

IZZE Beverage Co. is leasing the building through June 2009. Afterward, Cain Travel will rework the space for its offices and plans to move by November 2009. It currently leases space at 3004 Arapahoe Ave.

AFFORDABLE HOUSING: Boulder’s Housing and Human Services Department is hosting a meeting to gather public input on the city’s Inclusionary Zoning program. The program requires new residential projects to designate at least 20 percent of the project as affordable housing. The next meeting will take place at 6:30 p.m. on Monday, Dec. 15, at the East Senior Center, 5660 Sioux Drive.

THISTLE LEASE: Thistle Community Housing has opened a temporary office nearby its Fairways Apartment complex at 5620 Arapahoe Ave., after one of the four apartment buildings burned down on Nov. 15.

The nonprofit organization signed a lease for 1,665 square feet of space at 5600 Arapahoe Ave. The office will be used oversee the demolition and

rebuilding of the burnt building next door.

It will temporarily replace Thistle’s Fairways administrative office, which was also burned in the fire.

Scott Leakas of Acquire Inc. helped broker the real estate deal.

PIZZA LEASE: DND Pizza Inc. plans to open a Blackjack Pizza franchise in the Gunbarrel Square Center.

The business signed a lease for 2,879 square feet of kitchen and dining space at 6545 Gunpark Drive. The space is being remodeled to serve about 45 patrons. It expects to open for business sometime in first quarter 2009.

Scott Leakas of Acquire Inc. helped broker the deal.

LONGMONT

NEW SCHOOL SITE: The Twin Peaks Charter Academy has purchased a new building and land to move its school in Longmont.

The public charter school purchased the 150,000-square-foot warehouse building at 345 S. Francis St. and the nine-acre property next door for \$8.25 million, according to Boulder County public records.

The building and land will be retrofitted for a new school and playground, said Twin Peaks Charter Academy Board President Peter Wanninger. The project

► See **Real Estate, 35A**

is expected to be complete by June 15, 2009, prior to the 2009-2010 school year.

A \$14 million bond issued through the Colorado Educational and Cultural Facilities Authority will help fund the acquisition and redevelopment, Wanninger said.

Twin Pears Charter Academy currently operates at 820 Main St. in the old Longmont High School building. It serves about 588 students in from kindergarten through eighth grade.

Wanninger said the new building will provide more room for the school, which expects to have 720 students by 2012. The new school will include classroom space, a gym and auditorium and outdoor grass playgrounds.

BROOMFIELD

SOLAR LAND: Louisville-based Sundrop Fuels Inc. signed a lease for 4 acres of land in Broomfield to research its renewable energy technology.

The company is engineering a way to process carbon dioxide greenhouse gases with solar energy to create usable fuels and electricity.

Sundrop moved its headquarters to 1722 Boxelder St. in Louisville from New Mexico in October. The small start-up company employs five people in Louisville and 20 nationwide.

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

GROWING IN GUNBARREL Covidien opens new building



DAVID CLUCAS

Medical device manufacturer Covidien (NYSE:COV) opened a sixth building at its Boulder campus on Dec. 3. Cutting the ribbon are, from left, Andy Schultheiss, incoming U.S. Rep. Jared Polis' chief of staff; Covidien Vice President of Finance John Modder, Colorado Economic Development and International Trade Business Director Jeff Holwell, and Zane Kessler, community liaison for U.S. Sen. Ken Salazar. The new 55,000-square-foot training and sales building at 5920 Longbow Drive in the Gunbarrel neighborhood of Boulder increases the campus size to 380,000 square feet. The Boulder campus headquarters Bermuda-based Covidien's Energy-based Devices Global Business Unit and employs about 1,500 people. The architect for the project was Steven Smith with Greenwood Village-based Ware Malcomb, and the general contractor was Denver-based Murray & Stafford Inc.

PAID ADVERTISING

21st Century Teaching and Learning—Part 2 of 5

Why Recess and the Arts Matter



Beverly Ingle is President of the Colorado Education Association

The Colorado Education Association has over 38,000 members most of whom are K-12 public school teachers and other public school employees. CEA is affiliated with the 3.2 million member National Education Association.

Take a break! We all know that taking a well-placed break during a hectic work day means more productivity for the next part of our day. We take breaks when we need to recharge mentally, increase our energy or just collect our thoughts. Our school-age children have the same need to recharge and reenergize by taking recess and creative classes in art and music.

As our teachers are pressured more and more to teach to the test and focus on the basics, programs and activities viewed as non-essential to higher test scores continue to get squeezed from the school day. Increasingly, this means less physical movement—recess and P.E.—and few if any creative classes in the arts.

Recess

On the surface, recess and P.E. may seem like a waste of time when there are so many important subjects to cover each day. After all, children have time to play after school.

According to Dr. John J. Ratey, a clinical associate professor of psychiatry at Harvard Medical School, there is an increasingly strong link between exercise and academic performance. Other research indicates a strong correlation between reading ability and physical activities.

Dr. Ratey says, "The exercise itself doesn't make you smarter, but it puts the brain of the learners in the optimal position for them to learn." This seems like plain old common sense and doesn't even take into account the health benefits of allowing children the hour a day of exercise recommended by the U.S. Surgeon General.

Think again about your own performance. How do you feel after a workout or a run compared to being stuck in the office all day in front of your computer screen? Chances are good you're more alert, less lethargic, and much better equipped to handle your day after exercising. Why would our kids be any different? On top of that, children learn to organize themselves into teams while playing sports, deepen personal connections with one another, tap into their creative side and continue their growth toward maturity.

The Arts

An active mind leads to creativity and imagination, two of the most desirable traits an employee can display to an employer. Fostering creative development through the arts enhances these traits in our kids, and prepares them for an increasingly complex and ever-changing world. No one can get

by on the basics alone. Succeeding in this world takes creativity and imagination.

When you conduct an interview to hire a new colleague, what do you look for? Necessary skills and experience, obviously—but equally as important are creativity, imagination, compatibility and a team-oriented attitude.

I urge you to think differently about recess, P.E., music and the arts. Supporting these activities in school from an early age will ready our students for the world that awaits them.

In short, a well-rounded school experience allows children to grow into 21st Century learners. It fosters their growth in a way that no test can ever measure.

To learn more please visit www.coloradoea.org.



No one knows education better.

"We may alter how quickly we proceed on individual projects, depending on the current and prospective business environment. However, we remain committed to managing, growing and developing the company by using the same strategies that have succeeded in the past, and that have enabled us to withstand previous downward swings in the business cycle," ConocoPhillips spokesman Bill Tanner said in an e-mail.

The company has pushed back its Louisville campus opening from as early as late 2011 to sometime in 2013. That delay is a direct result of a weak economy, the company announced last month.

For Louisville-based Bella Energy, dropping oil prices has little effect on the solar energy firm, said Chief Executive Officer Jim Welch. Electricity prices continue to increase. But a slowing economy and changes to solar energy rebates has slowed down business leads, he said.

In late October, Minneapolis-based Xcel Energy Inc. (NYSE: XEL) reduced its solar energy rebate rates in Colorado by 40 percent due to the passage of new federal tax credits. The change means increased upfront costs for solar energy systems in Colorado. So, while buyers can still recoup most of the price increases via the new federal tax credits, the higher upfront cost in a slowing economy is expected to hurt demand.

"People hesitate to make large investments in difficult economic times," Welch said.

At Boulder-based Eco-Cycle, the problem is plunging commodity and raw material prices due to decreased demand. The local recycling nonprofit saw its revenue from the sale of materials drop more than 50 percent in just 60 days, said Executive Director Eric Lombardi. Certain recycled plastics plummeted from \$800 a ton to \$200 a ton. Cardboard prices fell from \$150 a ton to \$20 a ton,

and scrap metals dropped from \$150 a ton to \$15 a ton.

"Our buyers have said: 'Stop, we don't want anymore,' But we don't have the luxury of a normal business to stop production, because society continues to supply us with their discarded resources," Lombardi said. "We're going to live on our savings for six months, but if it goes longer than that, the entire recycling industry will be hurting."

But the news isn't entirely bad. Broomfield-based Range Fuels Inc., which specializes in cellulosic ethanol production, hasn't felt much of an impact from the drop in oil prices and the unstable economy.

"We're not slowing down one bit because of oil prices," said David Aldous, Range Fuels' chief executive officer, whose background is in the oil industry.

He's confident his company has enough funding to weather the economic storm and emerge from it in a great position to expand.

"We're well funded through this down cycle," Aldous said. But he added, "We might pinch back a little bit on our next phase of development, but materially nothing of significance."

Range Fuels is in the process of building its first commercial ethanol plant slated to be operational in 2010. By then, Aldous thinks biofuel demand will increase as people put more emphasis on alternative energy and vehicle fuel efficiency.

But he knows the risks involved as well.

"At the end of the day the products that we are producing tend to cost more," he said.

His long-term concern is whether or not people will continue to focus on the green movement once the economy improves. He's optimistic.

Consumers decide

Analysts and economists say the push to go green ultimately comes down to consumers.

"A lot of it has to do with what people's long-run expectation is," said Nicholas Flores, a University of Colorado at Boulder associate professor and chairman of the economics department.

As oil prices fall, people think less about spending money on fuel-efficient vehicles – such as hybrids – when they could drive their current vehicles for the same price.

"People are only going to use alternative energy if it's the cheapest," said CU economics professor Edward Morey.

Right now, people likely will focus less on going green and more on keeping green in their wallets, the economists said. Much of it comes down to an individual's motivations and whether he focuses on long-term sustainability or short-term savings.

"In the longer term once things turn around ... I think everybody still feels we need to get away from such dependence on fossil fuels," said Charles Howe, a retired CU economics professor. "I think there's been a change of spirit. People realize our use of finite resource has got to change."

As soon as consumers start feeling an energy pinch again, the emphasis on the green movement will pick up steam, said Justin Felt, a senior analyst for Norway-based Point Carbon LLC.

"I definitely call it a movement, and movements ebb and flow," Felt said.

Staying green

As the boom to go green generally slows nationwide, local industry leaders and governments are working on long-term approaches to keep green habits and investments from fading.

The city of Boulder recently passed new residential and commercial green

building codes, requiring higher energy efficiency standards. By 2015, officials want to require new buildings to include renewable energy systems, and by 2030 the city has a goal of carbon neutral standards for all new construction.

Boulder County officials have similar new requirements and goals. And Boulder County voters recently passed a measure allowing the county to issue low-interest-rate loans – funded by private bonds – for green home improvements.

The primary focus will come from President-elect Barack Obama, Welch said.

"It's really about leadership," he said. "The leader needs to say that we can't go back to our wasteful ways, or we will just return to high oil prices, gas guzzlers and bailouts for the car industry."

Welch, who is also the president of the Colorado Solar Energy Industries Association, said the group plans to go to Washington D.C. to share its ideas with the new administration. Welch himself is a proponent of a comprehensive alternative energy policy with tax credits for a variety of green technologies and tax increases on gas.

"Let's put people to work developing clean energy," he said. "It's good for jobs, it's good for energy security, it's good for our health and lifestyle."

Preaching green goes over well in places like Boulder County, Welch said, but the industry's biggest challenge will be convincing the larger middle class of America.

"Half of all our solar electric systems sales in all of Colorado are in Boulder County," he said. "We still have a long way to go to reach the rest of the state and nation."

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



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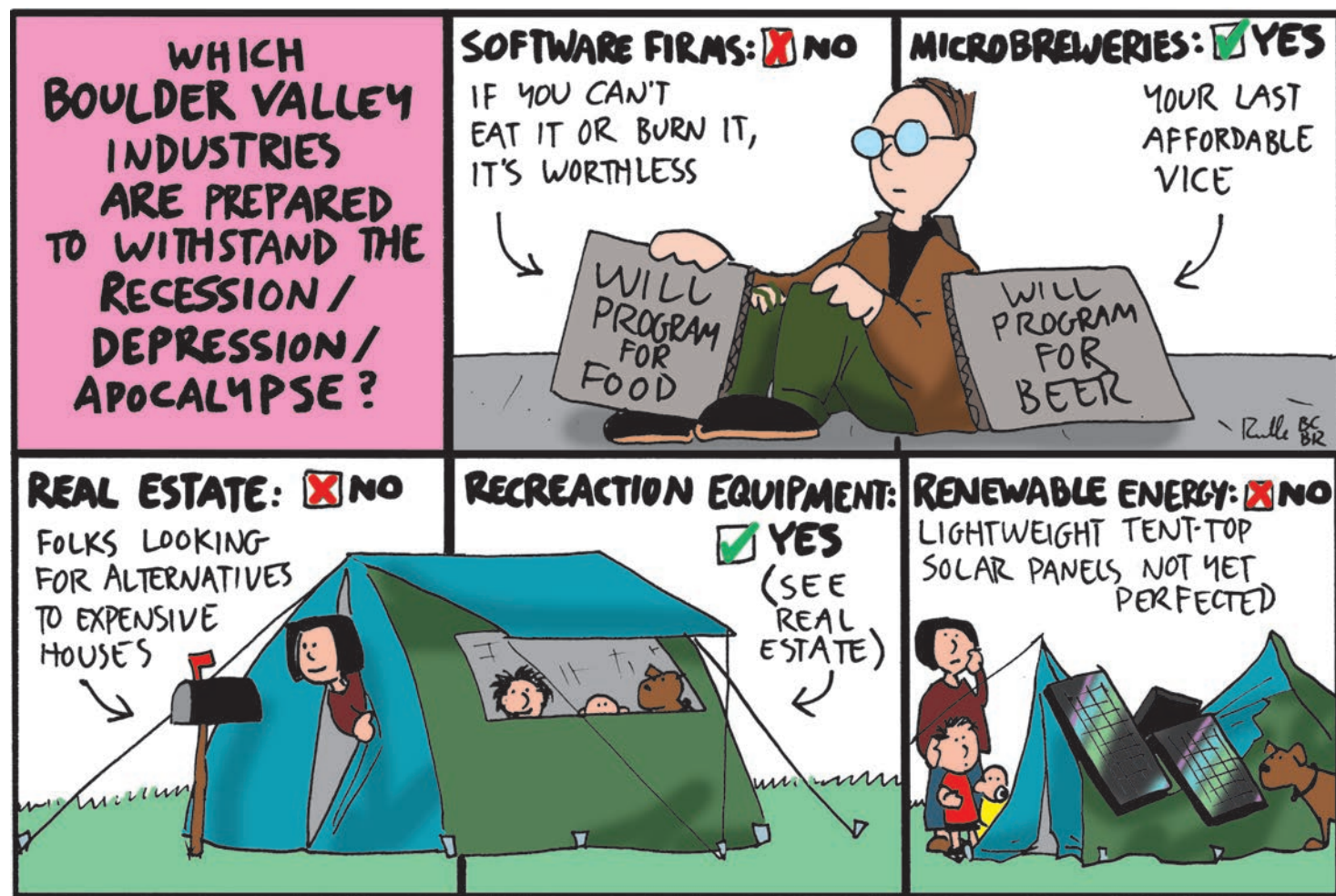
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OPINION



Financial woes at Rocky Mountain News spark memories of Klingons, cocaine bust

How the public got word of E.W. Scripps Co.'s decision to place the Rocky Mountain News up for sale tells much of the story: Word came first via the publication's Web site, www.rockymountainnews.com.

Print editions followed with the story the next morning.

Like most major metropolitan newspapers, the Rocky has struggled with competition from the Internet, as well as the current economic meltdown. Whether a buyer is found for the Rocky, or whether it meets the same fate as the Cincinnati Post, the Houston Post, the New York Sun and many, many other metropolitan dailies, remains to be seen.

But the possibility of a shutdown leaves me subdued — and nostalgic.

I never worked full time at the Rocky, but it is where I got my first taste of life at a metropolitan daily. During my senior year at the University of Colorado of Boulder's journalism school in 1988, I landed the coveted Rocky Mountain News internship — coveted in part because it was just about the only one that paid. I well remember one of my J-school professors, Frank Kaplan, meeting with me to ensure that I knew what a plum assignment I was getting. The message? "Don't f--- it up."

Every Friday and Saturday, I would drive my 1972 Buick Electra down the Boulder Turnpike to work as a general-assignment reporter. "General assignment" meant that I would be sent to cover whatever came up. That could mean that I would interview students enrolled in the "Odyssey of the Mind" competition or a gathering of storytellers.

Once, when a regular police reporter was unavailable, I had to cover an announcement of a major cocaine bust.

That story landed on page 1, quite a thrill for an intern.

Another assignment was to report on the retirement of a police dispatcher. She and I calculated how many thousands of calls she had handled during her career.

The assignments were varied and fun. I reported on the StarCon convention,

interviewing attendees dressed as Klingons, Romulans or other sci-fi characters.

Remember when KCNC helicopter pilot Mike Silva helped apprehend a cop-killer by blocking his escape route? I did a follow-up story on a new pickup truck being presented to the elderly man whose life was saved.

In those days, the Rocky dominated the Denver Post, which was the paper thought most likely to fold. Just as today, the Rocky had a stellar stable of journalists, every one of whom was willing to help an intern with somewhat shaggy hair.

Gene Amole, the irascible columnist for the Rocky, stopped by at my "pod" more than once to say "hi" and offer words of encouragement. Gary Gerhardt, then a police reporter, let me tag along as he checked his police beat. He introduced me to several cops that he checked in with daily, joking with them about this or that. But as we walked back to the Rocky, he ensured that I understood the press' role as a watchdog, telling me that he got along

well with those guys, but that every one of them knew that he wouldn't hesitate to burn them if they "f---ed up."

Others helped in a myriad of ways: Mary Winter helped me tighten my lead, and political reporters coached me on Colorado's confusing caucus system.

Probably the most difficult assignment I had was covering a meeting of the Korean-American Chamber of Commerce. I made it to the luncheon on time, ready for an easy story. Then a realization struck me like a rain-soaked newspaper: The event was entirely in Korean.

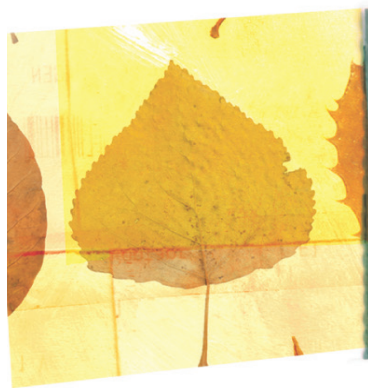
Rocky Mountain News ombudsman Gil Hosokawa, who also attended the meeting, came up to me afterwards and said he didn't envy me having to figure out what to write. I handled it by interviewing the participants afterwards, in English, of course.

I still have many friends at the Rocky, as well as at the Denver Post. Some have moved on to those publications after stints at the Denver Business Journal, the Camera, the Fort Collins Coloradoan or other publications. Without exception, they're journalists dedicated to their craft and eager for the next scoop.

In writing this, I've come to the realization that this almost sounds like a eulogy. It's not intended as such. I sincerely hope that a buyer is found for the Rocky and that Denver will continue to have two competing newspapers.

No matter what happens, I'll always be grateful to those reporters and editors willing to offer me a few pointers.

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The Green Page

Business and Our Environment

Company changes rubble to real estate

*Tres Birds Workshop
uses reclaimed materials
to build homes, buildings*

BY BOB MCGOVERN
Managing Editor

BOULDER – When a building is set to be demolished in Denver or a local warehouse is filled to the brim with old building materials, Mike Moore hears about it.

Moore, owner and design principal of Boulder-based Tres Birds Workshop, uses reclaimed materials as part of the design of artistic and environmentally friendly homes and commercial buildings across the country.

"I have a love for it, and I believe in the idea that we don't need to be making a whole bunch of new materials by cutting down forests when we have so much here already," Moore said. "We just have to change the way we think about things."

Tres Birds, which opened in 2000, designs and sometimes builds projects for its clients. The company designs and builds projects 50 percent of the time, while the other 50 percent is spent drawing up plans for other construction companies.

Last year the company designed 80 percent of its projects while it designed and built 20 percent, but the faltering real estate market caused it to take on more projects from beginning to end.

"The whole market is tough right now – for everyone. Business was different last year than this year. We had different project types," Moore said. "We decided to take on more of the build so the project duration is longer for us as a company. Instead of working on a project for six months, we're working on a project for 14 months."

He added that it is more cost-effective for clients if Tres Birds does the design and build. "It also lets us make more decisions during the process of the build, where we can reduce costs because of found objects and found materials. Some of the stuff we find we can get really inexpensive if the timing is right."

The company has worked on major



MICHAEL MYERS

Mike Moore, owner and design principal of Boulder-based Tres Birds Workshop, uses reclaimed materials as part of the design of artistic and environmentally friendly homes and commercial buildings.

contracts, including one with The Burton Corp., where it designed several retail stores for the Burlington, Vt.-based snowboarding company. For Burton's Vail store, Tres Birds "did architecture all the way down to the chairs," which are made out of maple tree stumps Moore found in Boulder.

Tres Birds did the design for the Burton stores in Osaka, Japan and Chicago, but the construction was done by another company.

Locally, Moore and his team helped design the Boulder headquarters for Crispin Porter + Bogusky, an advertising agency.

On the residential front, Tres Birds has worked on several homes in Colorado and built one house in Boulder out of timber from a Denver building that was

demolished. "We took all the timbers and literally made the whole structure of the house," Moore said.

The company is designing a net zero home in the Denver area, and it will use reclaimed steel to build the structure of the home.

Moore buys reclaimed materials on a project-by-project basis and said he knows "professional scavengers" that let him know when reclaimed materials are available in the area. He would like to be able to buy and stock pile materials for future projects, but the company doesn't have the storage.

He said finding materials locally isn't typically a problem because, "Denver is full of warehouses full of stuff. It's amazing how many materials are just sitting there."

Moore also believes the use of reclaimed materials is a particularly green construction method.

"The idea is to be as green as you can possibly be in the design and build of a facility – just a very low-embodied energy for the end product," he said. "We're not using materials that are highly processed, and a lot of green materials are highly processed, and there's a lot of energy in that."

The company currently has three full-time employees, but it hires on part timers on a project-by-project basis. Tres Birds' office is located at 4520 Broadway St., Suite A in Boulder.

Contact writer Bob McGovern at 303-440-4950 or e-mail bmcgovern@bcbr.com.



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Charitable giving in Colorado remains below national average

BY BUSINESS REPORT STAFF

DENVER – For the second year in a row, total charitable giving by individuals in Colorado reached nearly \$3.8 billion, yet the numbers fell from the previous year and Colorado remains behind the national average in giving.

The 2008 edition of “The State of Giving,” a report issued by the Colorado Nonprofit Association, profiles charitable giving in Colorado for the 2006 tax year, the latest year for which data is available. According to the report, giving in the state fell from \$3.79 billion in 2005 to \$3.75 billion in 2006. That one percent drop, or \$40 million, balloons to a \$130 million decline when adjusted for changes in the cost of living.

The report said Colorado ranks fifth among all 50 states in average adjusted gross income, yet ranks 38th in charitable contributions as a percent of that income.

The report indicates that Coloradans, on average, donate 3.1 percent of their income to charitable causes, compared to a national average of 3.4 percent.

The seven-county metro Denver region ranks last among the six regions in the study, giving an average of 2.9 percent of income down from 3.3 percent in 2005 and two-tenths of a percent below the national average.

For Boulder and Broomfield counties, totals were also down from 2005. Both were below the state and regional averages, with Boulder County reporting a giving percentage of 2.7 percent of income, and Broomfield County at 2.5 percent.

The city of Boulder was above the state average in 2005, giving at 3.8 percent of income. In 2006, that amount tumbled to 2.9 percent. Longmont gave at a rate of 2.7 percent in 2006, and the city of Broomfield gave at 2.5 percent.

“The trend shown in this study is disturbing, especially because we know there are many people in this community that are extraordinarily generous with their time and money,” said Barbara Pingrey, president and chief executive of Foothills United Way, which serves Boulder and Broomfield counties.

BIKERS from 3A

the executive vice president of product development. All three were long-time motorcycle enthusiasts.

Their intent was to create a site that was brand neutral and unbiased toward any products.

“While many motorcycling manufacturers have an excellent online presence, they are promoting or restricted to a specific brand of motorcycle. Cycle Matters is a one-stop shop for all things motorcycle,” Fred Kreider said.

A look at the site reveals rich content — dozens of product reviews, articles available for RSS feed, beginner rider information, a comprehensive calendar of upcoming motorcycle rallies nationwide and more. The partners write much of the content and rely on 15 other editorial content contributors and a 20-person advisory group.

“Our focus is on real content, real contributors and becoming a technology leader,” Fred Kreider said. “This is our first full-time business, not a hobby, and we are intent on remaining the best. Our mission is to become the Internet’s premier resource for motorcycle enthusiasts.”

Cycle Matters has three revenue streams — banner advertising fees and commissions, product sales and paid placements with enhancements. The product sales consist mostly of prints of photos that Fred and Debby take at motorcycle rallies around the U.S. While many riders take photos at rallies, they don’t often get photos of themselves on their bikes, which is what the couple specializes in, Debby Kreider said.

Though the prints are popular, the company will be focusing on the paid placements in the future. This is the fastest-growing revenue stream and soon will be the main one. Businesses can pay to

be featured in the marketplace directory, which will launch in January, and can also pay for enhancements, such as a longer running time or a photo gallery with their ad. Costs range from \$3 to \$50.

The partners would not disclose their revenues or profits, though they are making money and reinvesting in the company. They have no outstanding loans because Cycle Matters was self funded.

They pay for search engine optimization, but other than that they do their own marketing. Fred and Debby attend many motorcycle rallies annually and use it as an opportunity to spread the word.

Debby Kreider sees rallies as a huge business opportunity not only for Cycle Matters but for anyone who wants to benefit from the popularity of the hobby.

“On any given weekend, there are multiple rallies in many regions of the U.S. and many regions in the world. Rallies may be attended by 200 to more than 500,000 motorcyclists.” She said the Sturgis Motorcycle Rally, in Sturgis, S.D., generated \$1 million in state and city taxes in 2008.

“The average motorcyclist makes approximately \$85,000 a year and is 45 years old,” she said. “More and more motorcyclists are professionals, like doctors, lawyers, small-business owners and professional athletes.”

Cycle Matters plans for a Web site redesign in January, as well as the launch of the marketplace directory. It will add other new features in the future.

“We are making substantial progress toward our mission of being the premier resource for motorcycle enthusiasts,” Fred Kreider said.

Contact writer Carol Maskus at 303-440-4950 or e-mail cmaskus@bcbr.com.

afterHOURS

PAYING ATTENTION Nonprofit raises money for teens



COURTESY ATTENTION HOMES

Bill Fischer, left, and Roberta Wolff attended Attention Homes’ Promise for a Future event on Nov. 12 at the Flagstaff House Restaurant. Guests had a three-course meal prepared by Mark Monette, the restaurant’s acclaimed chef. The event raised more than \$68,000 for teens living at Attention Homes. Attention Homes’ mission is to provide residential treatment, counseling and safe shelter to at-risk youth.

NETWORKING FUN Lafayette chamber hosts after hours



COURTESY SUSIE HARDY/LAFAYETTE CHAMBER OF COMMERCE

Peggy Spiro, left, of RE/Max Alliance, Pam Ortega, center, of Finer Points Accounting and Marti Whitney of Echelon Spokes & Slopes networked at the Lafayette Chamber of Commerce’s after hours event at the Indian Peaks Golf Course clubhouse. The event had food, networking and door prizes.

SETTLING IN Intel Corp. opens shop in Longmont



DOUG STORUM

Geoff Gould gets ready to cut the ribbon during an open house at Santa Clara, Calif.-based Intel Corp.’s new facility in the Creekside Business Park in Longmont. Gould is the site manager for Intel’s 8,600-square-foot shop in Longmont where it conducts research and development for software and hardware products in the microchip industry. Joining in the ceremony are, from left, James Stewart, director of operations for Magi Real Estate, owner of Creekside; Roger Lange, mayor of Longmont; and John Cody, president and chief executive of The Longmont Area Economic Council, host of the ribbon-cutting ceremony.

Send us your photos

The Business Report would like to publish photos of your business or nonprofit event.

E-mail event photos for After Hours to photos@bcbr.com. Please include name and purpose of event and identify all individuals in photo. Include contact name and phone for further information if needed.

SAVE THE DATE FOR

BOULDER

150

TUESDAY, FEBRUARY 3, 2009

The Boulder County Business Report is honoring businesses that have been operating in Boulder for **50 years or more.**

WE ARE SEEKING COMPANIES

that have been operating in Boulder for 50 years or more.

THESE COMPANIES WILL

be recognized in a special section in the Boulder County Business Report in early 2009.

Companies identified as being in operation since 1958:

Allied Insurance
Allstate Insurance Companies
American Legion Post 10
Arapahoe Animal Hospital
Arapahoe Realty
Art Cleaners
Atlas Flooring Inc
Avis Rent A Car
Ball Aerospace & Technologies Corp
Berlin Flooring, Inc.
Boulder Army Store
Boulder Chamber of Commerce
Boulder Cleaners & Laundry
Boulder Community Hospital
Boulder Country Club
Boulder Daily Camera
Boulder Day Nursery
Boulder Excavating Co
Boulder History Museum
Boulder Elks Lodge
Boulder Lumber Co
Boulder Marble & Granite
Boulder Masonic Lodge
Boulder Medical Center
Boulder Municipal Airport
Boulder Public Libraries
The Boulder Theatre
Boulder Travel Agency
Boulder Vacuum & Sewing Machine Center
Boulder Veterinary Hospital PC
Budget Alteration & Tailoring
Colorado Book Store
Chautauqua Dining Hall

Court House
Dairy Queen
Eads News & Smoke Shop
Earl's Saw Shop
Elevations Credit Union
Boulder Elks Lodge #566
Emergency Assistance Association
Estey Printing
Farmers Insurance Group
Firestone Complete Auto Care
First National Bank of Colorado
Flagstaff House Restaurant
Foot of the Mountain Motel
Foothills United Way
Fox Theatre
Golden Buff Lodge
Green Mountain Cemetery
The Hartford
Hertz Rent A Car
Hofgard Insurance
Hotel Boulderado
Humane Society of Boulder Valley
Hurdle's Jewelry
Ideal Market
James Travel Points
Johnson Printing
Jones General Store
Kinsley & Co
Knights of Columbus Home
Kwal Paint
Leanin' Tree
Long's Gardens
McCaddon Cadillac Buick Pontiac GMC Inc

McDonald's
McGuckin Hardware
Metropolitan Property & Casualty Insurance
New York Life Insurance
Norris & Sons Drilling
North Boulder Liquor
Northwestern Mutual Life Insurance
Odd Fellow Hall IOOF Bdr No. 9
Paul's Music Store
Pruett Publishing Co
Rotary Clubs of Boulder
Safeway Food & Drug
Salvation Army
Scott, Cox and Associates, Inc.
Sherwin-Williams
Silver & Gold
Silver Saddle Motel
The Sink
Starr's Clothing & Shoe Co
State Farm Insurance
Sturtz & Copeland Florists & Greenhouse
Taggart Insurance
Thorne Ecological Institute
University Hill Market & Deli
University of Colorado at Boulder
Vanatta Auto Electric
Waddell & Reed Inc
Walgreen's Drug Store
Western Union
YMCA of Boulder
YWCA of Boulder

If you are NOT on this list (and you should be) or if you are on this list incorrectly, please call or e-mail

BOULDER COUNTY
**BUSINESS
REPORT**

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