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BY RYAN DIONNE Staff Writer

BOULDER – American Recreation Products Inc. has reorganized into the Boulder Outdoor Specialty Group, the company

recently announced. The Boulder-based outdoor specialty group, comprised of Kelty, Sierra Designs, Slumberjack, Ultimate Direction and Wenger, said it is better positioned to collaborate and be more efficient.

As part of the reorganization, a division president, a marketing management and the company's field sales representative positions were eliminated. Replacing the field representatives will be full-time sales reps, said Drew Simmons, a company spokesman.

Simmons said the company plans to do more collaboration among brands, yet each will keep its identity and produce distinct products.

"In front of the curtain we have every intention of maintain brand integrity," said Kenny Ballard, president of the Boulder Outdoor Specialty Group.

Ballard, who was formerly Kelty's president, said consumers should expect the same quality from each of the group's brands. However, the companies will share technology and, in a few departments, employees to help be more efficient and grow the group's market reach.

CYCLING STRUCTURE New velodrome built in Boulder



Paul Wells, manager and director of Boulder Indoor Cycling Inc., stands on the company's velodrome track in Boulder. The facility is built in a refurbished warehouse at 3550 Frontier Ave. Until now, the nearest facility for track cycling has been at the U.S. Olympic Training Center in Colorado Springs. See Story, 11A For instance, if Kelty designers have a technology that may be too expensive or technical for a Kelty tent, that technology would be considered in a Sierra Designs tent as Sierra Designs is a more up-scale brand than Kelty, Ballard said.

LONGMONT BUSINESS

Until the reorganization, that technology may have been wasted.

As a group, our passion is to improve the outdoor experience, to enhance the enjoyment of the outdoor experience, and to enable new outdoor consumers with passions of their own," Ballard said in a statement.

Kelty, Sierra Designs, Slumberjack, Ultimate Direction and Wenger are all outdoors ➤ See **Outdoor, 27A**

Local stocks underperform, fare worse than Wall Street

BY DAVID CLUCAS Staff Writer

It was a rough 2008 for Boulder Valleybased public companies.

Not only were their stocks down for the year, but their performance as a group fared much worse than the broader U.S. stock indices.

The 10 local stocks on the major exchanges declined 60.4 percent as an evenly weighted portfolio in 2008. That's worse than the Dow Jones Industrial Average (down 33.5 percent); the Nasdaq Composite (down 40.5 percent); and the S&P 500 (down 38.4 percent) in 2008, as of the market's close on Dec. 17.

The results break a two-year run of local stocks outperforming the broader markets. The Boulder Valley stock portfolio was up 47 percent in 2006 and up 15 percent in 2007.

This year, only one local public company managed to beat the DJIA, Nasdaq and S&P. Broomfield-based Ball Corp. (NYSE:BLL) declined 6.3 percent in 2008 — a relative great performance in a tough market. The performance exemplified a national trend of investors seeking safety in larger, more stable companies.

The story was not so good for the remainder of Boulder Valley-based public companies. The nine other local stocks plummeted more than 50 percent each.

BCBR DAILY

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Namaste receives flexible rebate from Boulder

BOULDER - As part of the city of Boulder's business incentive program, City Manager Jane S. Brautigam has approved Namaste Solar's application for a flexible rebate and authorized up to \$29,086 in rebates for sales and use taxes and permit-related fees.

Namaste, a solar electric company, relocated within Boulder to a newly remodeled building at 4571 Broadway this year. The company purchased the building for \$1,725,000.

"It was very important to us to keep our main office in Boulder," said Blake Jones, chief executive and president of Namaste Solar, in a statement. "If it weren't for the city's flexible rebate program, it would have been difficult for us to accomplish this."

Namaste will use the rebate funds to "pursue LEED Gold certification" for its building, Jones said.

The flexible rebate program is one of Boulder's business incentives. This incentive covers a range of fees and taxes charged by the city including permit and development review fees and equipment and construction-use taxes. Once companies are approved for the program and pay fees to the city, those fees can be rebated up to the amount approved by the city manager.

The 2008 flexible rebate program uses community sustainability guidelines. Companies may choose the social, community and environmental sustainability guidelines that best fit their company, but must meet minimum requirements in order to receive the rebate.

Namaste Solar demonstrated compliance with the guidelines, including operating a zero waste facility and providing Eco Passes to all full-time employees, according to a city of Boulder press release.

BCBRdaily

Whole Foods gives \$96,000 loan

BOULDER - Phil's Fresh Foods received a \$96,000 loan through Whole Foods Market's Local Producer Loan Program.

Phil's Fresh Foods, a Boulder-based burrito manufacturer, is planning to use the funds to expand its facility to 5,000 square feet by taking over a neighboring space and installing more manufacturing and quality control equipment. The loan will give Phil's facility more staging area, increase production and improve the quality of the plant.

The company is currently located at

1845 Range St., Unit A.

Phil's Fresh Foods burritos are currently sold in 145 of the 275 Whole Foods Market stores.

Since the Local Producer Loan Program's inception, eight loans totaling \$517,000 were awarded to local businesses in Whole Foods Market's Rocky Mountain Region, which encompasses Colorado, Kansas, New Mexico, Utah and Idaho. The Company has awarded \$2 million in loans nationwide.

Telemetrix files for bankruptcy

BOULDER - A Boulder-based voice and data services company has filed for Chapter 11 bankruptcy.

Telemetrix Inc. (Pink Sheets: TLXT) announced that it and Convey Communications Inc., its wholly owned subsidiary, filed for bankruptcy because it "is in the best interests of the company, its creditors, stockholders and other interested parties in light of ongoing financial challenges and the inability to adequately fund operations and obligations," according to a press release.

During the bankruptcy proceedings, Telemetrix expects to sell the company and/or its key assets. Proceeds from any transactions will be distributed to the company's stakeholders, including its



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creditors.

The company said it could not forecast the amount of these proceeds or whether the combination of sale proceeds will exceed its liabilities.

Rebit receives \$5.7 million

LONGMONT - Rebit Inc. closed a \$5.7 million series B round of financing. ➤ See **BCBRDaily**, **19A**



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RTD officials narrow options for FasTracks

BY DAVID CLUCAS Staff Writer

DENVER – Regional Transportation District officials have narrowed their list of options to address a budget shortfall for the planned FasTracks commuter rail system in the Denver metro area.

After holding 17 public meetings from Sept. 25, to Oct. 31, officials said that "Option 2" - to complete one additional commuter rail line by 2017 and end the program - has been eliminated due to a lack of public support.

Only completing one rail line - in addition to some new rail and bus lines that officials intend to complete - would have likely led to animosity among local

communities who were left out.

Four options remain, and RTD officials said they would be releasing a public survey in January to help determine a course of action. A final decision on how to proceed is expected in March.

With all four options, RTD officials said they intend to at least complete:

• All the environmental, basic engineering and rail right of way documentation for the entire program.

• The U.S. 36 Bus Rapid Transit phase one plans, which are already under construction.

• The Gold Line in Arvada, the West Line toward Golden and the East Line to the Denver International Airport because those rail lines qualify for \$1 billion in federal funding and \$1 billion in private funding.

For the additional lines, including the Northwest Line from Denver to Longmont, RTD officials said they will consider the four remaining options:

• Complete shorter segments of each line by 2017 and end the program. The Northwest line may only reach Broomfield, for example.

• Complete shorter segments of each line by 2017 and leave the program open to build the rest by 2034 as revenues allow. The Northwest line may reach Broomfield by 2017, but Louisville, Boulder, Gunbarrel and Longmont may have to wait until 2034.

• Complete a little longer segment of each line by 2017, but decrease train

service frequency and leave the program open to build the rest by 2034 time as revenues allow.

• Complete all lines by 2017 by seeking additional revenues, which would likely mean tax increases.

Decreasing tax revenues and soaring construction costs have ballooned the estimated price tag of FasTracks by 68 percent - from a projected \$4.7 billion in 2004, to \$7.9 billion in 2008. In 2004, voters in the Denver metro area, including Boulder County, approved a 0.4 percent sales tax increase to provide commuter rail service around the region by 2017.

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

Ballet Nouveau honored by Dance Magazine

The folks at **Ballet Nouveau Colorado** are dancing for joy.

The Broomfield-based dance studio was placed on the "25 to Watch" list by Dance Magazine. 25 to Watch is an annual list naming the nation's leading young dancers, choreographers and dance companies, as well as trends in dance. This list is printed in the January issue of the magazine each year.



"Being recognized by the nation's leading dance publication gives us great pride and is a tribute to the passion of every individual at BNC. We are very blessed to have had so many wonderful successes over the past year, and it is a particularly special honor to be included among such a select group of individuals and organizations," said Gerrett Ammon, the artistic director at Ballet Nouveau.

Ballet Nouveau Colorado is the first honoree - individual or organization - in Colorado to be named to the list.

Broomfield-based Vail Resorts Inc. said it would roll back its multiday (three or more days) ticket prices to last year's prices, in light of the slowing economy. The reduction will save multi-ticket buyers up to \$9 a day at Vail, Beaver Creek, Breckenridge, Keystone and Heavenly resorts.

The Eye is always happy to see lower prices, but how about a recession break for us local Vail Resorts season-pass holders? Maybe next season?

Bumper sticker: "No, I do not have a friend in the diamond business."

Pint pourers beware – there's now a device that will keep you honest at the tap. Chris Holloway, a Boulder-based scientist, has invented the **Beer Gauge**, a handy tool that shows how much a bartender has short-poured you.

The gagues are sold individually on ► See **Eye**, **31A**



Will Silverstein, sales and marketing director at Destination Sewn LLC, started the Boulder-based business with his father, Roger. Destination Sewn prints maps and other images on goods like cutting boards and apparel like boxer shorts

Destination Sewn adds flair to household items, apparel

BY ELIZABETH GOLD Business Report Correspondent

BOULDER — Some people keep maps in their car. Some keep maps in their house. And then there are those who are really serious about knowing where they're going.

These are the ones who keep maps on their underwear.

Not all maps, mind you. Just the important ones — like ski areas or boating charts.

Making sure this group gets what it wants, Destination Sewn LLC focuses a portion of its business on printing maps and other images on goods like cutting boards and apparel like boxer shorts.

"I call us a digital decorating business," said Will Silverstein, Destination Sewn sales and marketing director. "We use technology to replicate digital images onto a variety of products."

For example, the company has a licensing agreement with Vail to put any one of the area's five trail maps on wares that range from boxer shorts and quilts to tiles and doormats.

"People also send us images they want printed on things," Will Silverstein said. He said the company is gearing up to focus more on custom images — thereby stretching the sales reach.

Silverstein and his father, Roger,

are the only bosses and the only employees of Boulder's Destination Sewn. In 2006, Roger, who had more than 30 years experience in the textile industry, approached his son, who had an MBA, with the concept.

"He's the mastermind behind it all," Will Silverstein said. "He came to me saying he needed someone to sell his idea."

In addition to embellishing items with ski maps, Destination Sewn prints nautical charts and custom images. Silverstein currently is developing a new series based on artwork by Boulder artist Steve Lowtwait.

≻ See Sewn, 31A



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DAVID CLUCAS

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should be cash-flow positive with rev-

beyond the typical startup company in its

early stages of development. There needs

to be a proven business model that has

the smaller market and make it more

attractive to the larger players," Jennifer

of the equation, Mark Hopkins said.

building great companies," he said.

"Our goal is to take something in

The funding from Crescendo is only half

"We are comprised of successful entre-

The Hopkins partner with the exist-

"To us, being a part of a high-perform-

► See Crescendo, 9A

ing team that competes and wins in the

preneurs and business leaders who enjoy

ing management of the companies they invest in and share their real-world busi-

In other words, Crescendo is looking

enues between \$2 and \$20 million.

the real estate deal.

been making a profit.

Hopkins said.

ness experiences.

it is looking to put to work.

Mark and Jennifer Hopkins have started Boulder-based Crescendo Capital Partners to provide both private equity funding and veteran business advice to companies looking to grow.

Crescendo Capital Partners offers its clients experience

BY DAVID CLUCAS Staff Writer

BOULDER – Crescendo Capital Partners helps provide private equity funding — but perhaps more importantly to its clients, its founders provide veteran business experience and advice.

Mark and Jennifer Hopkins started the company after years of experience in the technology and manufacturing business.

Mark Hopkins used to run Peak Industries Inc. in Longmont before selling the manufacturing business for \$44 million to Delphi Corp in 2005. Jennifer Hopkins worked for Hewlett-Packard Co. and Agilent Technologies Inc., most recently as the vice president of Agilent's Global Solutions Organization.

The husband and wife retired after 2005 to spend more time with their kids, traveling and doing nonprofit work. But they couldn't stay away from the business world for long, Jennifer Hopkins said.

"We both have had strong and successful careers, and we're both independent, but our backgrounds complement each other to make good financial decisions," she said.

To start the Boulder-based company, the Hopkins put forth some of their own wealth, along with several other investment partners. They signed a lease for



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Dec. 26, 2008 - Jan 1, 2009

Velodrome will offer track racing close to home

Facility has bike circuits for novice to experienced riders interested in sport

BY LYLA D. HAMILTON

Business Report Correspondent

BOULDER — After almost two decades of plans, proposals, setbacks and frustrations, what cycling enthusiast John Suchsland described as "the purest form of bike racing" will soon arrive in Boulder.

In a refurbished warehouse at 3550 Frontier Ave., Boulder Indoor Cycling Inc. is constructing the area's first velodrome, a 142-meter-long oval arena for track cycling. Suchsland, a member of the GS Boulder Cycling Club, anticipates that the new facility will be a magnet for recreational cyclists in the area.

Track riding offers new challenges, even for experienced mountain bikers and road racers. Track bikes have a fixed gear and no brakes.

"There's no freewheeling," Suchsland said. "You have to keep pedaling or the pedal will come around anyway and catapult you into the air."

Until now, the nearest facility for track cycling has been at the U.S. Olympic Training Center in Colorado Springs. That velodrome is outdoors, so weather limits the riding season.

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Roridgo Garcia, left, general manager of Boulder Indoor Cycling Inc., and Paul Wells, the company's manager and director, are bringing a velodrome to Boulder. In its first year, Garcia said, Boulder Indoor Cycling will generate \$100,000 in revenues and achieve profitability. When operating at 75 percent to 80 percent of capacity, it will show a profit of \$150,000 to \$200,000.

Suchsland said. "It's difficult to drive there, get pumped up to race and then drive home again."

Ken Rodriguez, president of the Colorado Velodrome Association, suggested that novices might find the small, steeply banked track of Boulder's velodrome intimidating.

He encouraged them to take up the

challenge.

"People won't know until they're on the track that riding in a velodrome will make them better road cyclists," he said. "You either go hard, or you're off the track."

The association administers local races at the 333-meter-long velodrome in Colorado Springs. Rodriguez said the new Boulder facility complements that venue.

"More people participating in the sport means new contenders and better competitions," he said.

In an e-mail message, he added, "I'm looking forward to riding on this new track. And in the winter, too."

Rodrigo Garcia leads Boulder Indoor ► See Velodrome, 11A

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geoXMF has built its own niche in GIS market

Longmont-based technology company helps find problems within geographic systems

BY RYAN DIONNE

Staff Writer

LONGMONT – With no known direct competition, geoXMFLLC founders think they have a lead on any company that decides to enter its geographic information systems, or GIS, market.

The Longmont-based GIS software company designed two Web-based applications to help IT professionals, especially those who work in utility-based organizations.

One application finds potential problems in geographic systems, and the other allows the professional to easily search his or her system.

The company's flagship product is called the XMF Alerter, according to Doran Geise, co-founder of geoXMF.

The alerter program notifies a company's GIS administrator if a potential problem with its system surfaces during the numerous tests it performs.

Dave Neufeld, another of the company's four co-founders, said administrators often run system tests at set intervals to make sure applications are working correctly.

"That test will run, and, once it fails, it will send you an e-mail or text message notifying you of the failure," Neufeld said.



From left, Dave Neufeld, Doran Geise and Keith Croteau, three of the co-founders of Longmontbased geoXMF LLC, have developed two Web-based applications to help IT professionals, especially those who work in utility-based organizations, find potential problems in geographic systems. geoXMF has customers like United Power in Colorado and others outside the state.

With the help of geoXMF's application, the IT employee can also enter information instructing the system to correct the failure after a given number of attempts. That could mean automatically rebooting the system to solve the problem and get the system back online, Neufeld said.

Earlier this year, the private company launched its second product called the XMF Accelerator. It makes searching through the geographic information system database easier – much like an Internet search engine.

Those system databases, which can contain addresses, locations of water wells and electric lines, buildings with hazardous material and more, are incredibly large and it's sometimes hard to immediately find needed information.

Being able to quickly search that information is crucial in instances such as a city engineer dealing with a broken water well or an emergency responder on his or her way to a fire with possible natural gas lines nearby.

With the help of the XMF Accelerator, the system administrator could determine which water lines work off the faulty well and fire fighters could pull up the address of the fire to see if there are unforeseen dangers in the area.

"The bar is being raised all the time for GIS's role in business and public organizations," Geise said.

Diego Portillo, Brighton-based United Power Inc.'s GIS coordinator, said his team picked geoXMF for its system alerts because the XMF Alerter served its software needs.

"It's working really, really good," Portillo said.

He said it is worth the miniscule cost because of the decreased downtime the system experiences – although he didn't know exactly how much his group paid.

Geise wouldn't disclose the cost of the applications, but he said users pay an annual fee that depends on the level of service to which a company subscribes.

geoXMF has customers like United Power in Colorado and others outside the state. Those outside Colorado include the See geoXMF, 7A





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GEOXMF from 6A

Wyoming Department of Transportation, which uses the software to aid the DOT's road condition tracking application, and the Honolulu Board of Water Supply.

Ellen Hirayama, the Honolulu Board of Water Supply's technical engineering projects branch head, said her team uses geoXMF's Accelerator and Alerter.

Instead of a system going down after all employees leave the office and nobody discovering the problem until the next morning or until someone complains, Hirayama said her team is alerted immediately.

Her mapping servers crashed when the entire office was at a meeting across the street. But, because they were quickly alerted, the system was up and running within an hour.

She said the Alerter and Accelerator are both worth the price.

It allows her to search her database for a fire hydrant using only part of its number, and, like an Internet search engine, have a host of options. She can quickly pick the right one and continue her job.

It may save minutes, but those minutes can quickly compound.

"In this world speed is everything," Hirayama said.

Geise said GIS has become increasingly more important in the last decade as more government agencies and private businesses incorporate electronic mapping systems.

A decade ago, GIS analysts at a given company usually managed data stored on their individual computers. If their



Doran Geise

CO-FOUNDER, geoXMF LLC

individual machines crashed the impact would be limited.

However, with the prevalence of electronic mapping programs, typically one server contains many GIS applications. That means if the server is inoperable, many analysts are impacted.

That, in turn, could impact a maintenance crew's response time to fix a broken water line. The customer service representative can't effectively handle consumer complaints, and the consumer won't have water.

Geise said the Wyoming Department of Transportation tracks road condi-

geoXMF LLC

325 Lincoln St. Longmont, CO 80501 970-690-7732 www.geoxmf.com Keith Croteau, Dan Mahar, Dave Neufeld, Doran Geise, co-founders **Employees**: 4 **Primary Service:** Developing GIS Web-based software **Founded:** 2007

tions using GIS software, and without immediately knowing when the mapping application isn't working, it may impact hundreds of drivers.

After two years as a company and many more in the GIS industry, geoX-MF's four co-founders have one giant struggle, Neufeld said.

"Our biggest challenge going forward is sort of building the market," he said. Many people don't fully understand the capabilities of GIS.

But as companies realize the importance of having a reliable system with less downtime, he and Geise think their company will grow.

"I think we have a lead in this niche of GIS performance monitoring, but I do believe there will be other competitors that come into the market," Geise said. "And I think competition is good because it helps build the marketplace."

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

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BRIEFS

Community Food Share, a Longmont-based food bank, is on track to deliver 5 million meals by the end of 2008, or 20 percent more than were delivered last year.

GOOD DEEDS

Spectra Logic Corp., a Boulder-based data storage firm, selected Community Food Share as its corporate charity for 2008. Employees are volunteering time and hosting a food and monetary donations drive.

Rocky Mountain Urgent Care and Family Medicine, a Colorado clinic with a location in Longmont, gave away free flu shots in October and November in exchange for donations to local food banks. The clinic collected 1,736 pounds of food for Food Bank of the Rockies and Community Food Share.

Wal-Mart Stores Inc., based in Arkansas with locations in the Boulder Valley, plans to give more than 90 million pounds of fresh food annually to Feeding America, a national nonprofit addressing hunger. Community Food Share will collect donations locally.

GRANTS

Seagate Technology LLC, a California-based data storage firm with a location in Longmont, has awarded more than \$20,000 this year to science teachers in the Boulder Valley and St. Vrain School Districts. The teachers who won the money for their classrooms are Lili Adeli, Scott Brungardt, Mark Cheesbrough, Adam DiGiacomo, John Donald, Helen Douglass, Alberto Gaspar Jimenez, William Leary, Amanda McKenzie, Will Pratt, Robyn Sloan and Michael Peter Teasdale.

MEETINGS

The city of Lafayette seeks participants for the Smart Health Challenge, kicking off Saturday, Jan. 10 at the Lafayette Quaker Oatmeal Festival. The challenge is to eat 30 bowls of oatmeal in 30 days to see if it will lower your cholesterol. Participants must be at least 35 years old, not taking cholesterol-lowering medication, and new to the challenge. Call 303-926-4352 or e-mail events@lafayette.com.

Longmont Theatre Co. presents **Terra Nova** from Jan. 9-24, Longmont Performing Arts Center, 513 Main St. The story of the ill-fated Antarctic expedition of Robert Falcon Scott. Author Ted Tally employs a combination of reality, fantasy and memory to capture the mood and personalities crucial to this compelling study of heroism in the face of bitter failure. Cost: \$15 to \$17. Contact: www.longmonttheatre.org.

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







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AirTurn allows musicians to read music hands free

Wireless foot pedal turns electronic sheet music with simple tap of toe

BY BETH EDWARDS

Staff Writer

BOULDER — Reading music just became a lot easier. AirTurn Inc. in Boulder has come up with a wireless pedal device that allows musicians to turn pages of electronic sheet music with the tap of a toe.

SoYoung Lee, co-owner of the company, was bothered by the continuous annoyance of having to turn pages while she played. Lee is a classical pianist and the music director at the Rocky Ridge Music Center in Estes Park

At a concert in Philadelphia one night, she met a pianist named Hugh Sung who had cobbled together a page turner for his tablet PC with a programmable transcription pedal. The pedal was heavy and noisy and would audibly click when Sung turned a page.

The two musicians got together with Lester Karplus, a local businessman and engineer who had served with Lee on the Boulder Arts council.

Karplus had 35 years experience in business and product development and had a similar idea for a foot pedal but didn't want to start a business on his own. He came up with a prototype that met their specifications and found a manufacturer in Korea.

The AirTurn AT-104 is a wireless transmitter that works with a USB receiver. No software is needed. A person plugs the AirTurn receiver into a USB port and plugs another device into a footswitch on the floor. Electronic music can be turned on the computer without the



SoYoung Lee, co-owner of Boulder-based AirTurn Inc., uses the company's electronic page-turning device – the AirTurn AT-104. The device wirelessly communicates with the tablet notebook sitting on the piano. The tablet displays a page of sheet music, and the foot pedal allows the musician to change pages.

musician ever lifting a hand.

"You don't appreciate it until you experience it," said Sung, who teaches at the Curtis Institute of Music in Philadelphia. He has used the product numerous times in concerts and in recording sessions. The product is PC- and Mac-compatible and is hitting

sed the product numerous times computer," Sung said. "What I love most about this device is that it is not only powerful technology, it's also

➤ See Airturn. 9A

the market just as more online vendors are selling down-

"For \$20, I have the entire work of Chopin on my

loadable sheet music on CDs and in PDF formats.

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COURTESY AIRTURN INC. Boulder-based Air Turn Inc.'s AT-104 wireless

page turner is a device that helps musicians read music digitally. The device turns electronic pages through a foot pedal attached to a computer.

AIRTURN from 8A

very unobtrusive. At concerts, I've had people come up to me and say, 'How did you memorize that whole program,' because they can't see me putting a hand up to turn a page."

David Korevaar, an associate professor of piano at the University of Colorado at Boulder, recently used the AT-104 at a Brahms piano quartet concert in Englewood. He likes the product so much he is planning on using it again at a piano quintet he is giving at the Boulder Public Library in January.

The three owners envision the product used in a variety of ways. It can also serve as a tool for disabled people who use footswitches on their computers or for public speakers who want to remain hands free while they are using a teleprompter.

The AT-104 sells for \$49.95 or can be bought in combination with a compatible foot pedal for \$99.95 on the company's Web site at www.airturninc.com. The site is also a source for online sheet music vendors, tablet PCs and scanners.

AirTurn has partnered with Leoné Music Reader B.V., a company in the Netherlands that provides programs for people to read music on their computers in a variety of formats. Combined, both the foot pedal and music reader offer hope for musicians who are vision impaired. They can now zoom in music on their laptops.

Sung has more that 6,000 scores on his computer, an entire library he can take with him wherever he goes.

"While I've been paperless for six years," Sung said, "one of the things I've observed is that some musicians have a difficult time grasping this idea. 'Why should I bother transitioning from paper to digital?' they think. One of our jobs is going to be educating that market."

For musicians such as Sung and Lee, meeting someone like Karplus who is not only business savvy but is also an engineer was a dream come true.

"It's the greatest privilege working with him," Sung said. "For an artist, we don't appreciate the business mind, the business mentality. We're so focused on our art. There is a real art to business, the same kind of hard work, focus and attention to detail to perfect something you create."

CRESCENDO from **4**A

open market is the most satisfying experience a professional can have," Mark Hopkins said.

Crescendo has initially invested in three firms. Specific funding details were not disclosed. The firms include:

• Alliant National Title Insurance Co., based in Longmont.

• LockIn Security, a Niwot-based company, which makes stronger security products for trailers, portable containers and storage units.

• Sylarus, a Utah-based supplier of germanium substrates to the solar-power industry

"We get some of our best advice from

them," said Phil Haag, chief executive officer of Illinois-based The Monroe Group Inc., which partnered with Crescendo to invest in Sylarus.

"When you take the unique technical experience of the people at Sylarus and combine it with the business experience from Crescendo, it really creates a synergetic partnership," Haag said. "They are fully involved in the strategic direction and operations at Sylarus."

The couple is focusing on companies that match Mark or Jennifer's backgrounds in hardware, software, business-to-business services and manufacturing operations. That's where they can offer the best advice along with their funding.

They're also looking for companies in Colorado or at least a short, direct flight from Denver.

Despite a slowing economy, the Hopkins said that good private equity investment opportunities remain. They're aware that not every company will be reporting high profits these next few quarters. Each has gone through rough times with their businesses before.

"It's clearly a tough economy out there," Jennifer Hopkins said.

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



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History lesson 101: Change inevitable in business

aybe, in times of economic uncertainty, one needs only to look back in history to come to grips with how innovation inevitably changes the business landscape.

The fact of the matter is that any business – newspapers being one in their own headlines recently - unwilling to adapt quickly to far-reaching technologies such as the Internet simply go out of business.

I thought immediately of the U.S. automakers and their stubborn reliance on selling gas-guzzling (but previously profitable) trucks and cars while listening to a recent lecture by Boulder author William L. Reich, who wrote "Colorado Industries of the Past," published this year by Johnson Books.

Here in Colorado, and in Boulder, Reich looks at some of the major business empires of their times, some of which today we only see in boarded up mines or building foundations - "remnants of that bygone era."

Then, as today, it was all about supply and demand. The Japanese carmakers figured it out with safe, fuel-efficient cars that didn't break down while GM brought us the Hummer.

In the 1800s, as early Colorado pioneers arrived, many thought they could strike it rich in gold only to discover how impossibly hard mining was. Businesses making the real money, of course, were those that figured out what everyone really needed - transportation, food (grains, vegetables and fruit), beef and other meats, ice to keep everything from spoiling, and, of course, essentials like beer and cigars.

Other industries took off as the gold rush reality set in, Reich writes. Brickyards for buildings and homes, millinery shops making hats and dresses

BOULDER LENS Jerry W. Lewis

makers for cowboys and cowgirls, and a large sugar beet industry. "By the mid-19th century," Reich writes, "sugar was no longer considered a luxury item enjoyed only by the wealthy."

for the women,

saddle and spur

One of the best-known spur and bridle manufacturers, Crockett Spur and Bit, operated here in Boulder, starting in 1943 when it moved from Lenexa, Kan. It employed up to 125 workers at 944 Pearl St. Business slowly dried up as the passenger car replaced the horse and buggy.

The mining of precious metals, both silver and gold, did become a major industry for Colorado, and Reich describes how new inventions improved not only the efficiency of the mines but also the life of the miners.

J. George Leyner, born in Left Hand

Canyon north of Boulder, eventually patented the air and water drill, helping to reduce rock dust in the air and preventing many miners from a death of silicosis.

The mining industry was especially entrepreneurial, with hundreds of patents for new pumps, mechanical tables and chemical processes to extract gold and other metals from the ore piles. Reich weaves in interesting old photos and illustrations of mills, furnaces and mining techniques in his book's chapter on "Mining Precious Metals."

So what happened to many of the bedrock industries? Innovation, for the most part.

It's hard for us to consider, as we grab some ice out of our fridge, how everyone depended on the icehouses. Early on, before electricity, ice was harvested from frozen lakes and stored with sawdust or hay.

Adolph Coors, Reich writes, built his icehouse - 60 by 40 feet and 16 feet high - along with his brewery in Golden.

Boulder had its own beermaker, the Boulder Brewery, eventually renamed the Crystal Springs Brewery. Now we support our own local microbreweries such as Boulder Beer, Avery and Mountain Sun.

While lighting up a cigar easily gets you kicked out of a bar today, almost every Colorado town had its own cigar rollers who sold their product through drugstores, billiard parlors and saloons, Reich writes. "An average cigar maker rolled and turned in about 200 to 250 cigars a day, so he would make between \$15 to \$20 per week, good wages for the times." Today, a high-quality cigar might cost you \$10 to \$15 just for a smoke.

Those old cigar boxes, now collectibles, indeed were small works of art, with specialty brands such as the Denver & Rio Grande R.R. Scenic Line Cigar or Colorado Maid Cigars, using Victorian women as the advertising image.

"Colorado Industries of the Past" is full of stories of businesses that helped determine Colorado's future. Only time will tell if our governor's new program to build jobs and companies to renewable and clean energy will succeed.

What new breakthroughs in solar, for example, could doom the forecasted landscape of huge wind turbines on the plains?

Boulder celebrates its 150th anniversary in 2009, a good time to become reacquainted with our colorful history. Booms and busts, you'll find, are nothing new. For a new startup or car building legends like Ford and GM, change is inevitable.

It's a lesson all businesspeople – and their investors - eventually learn.

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



the hospital to sing for the patients," he said. "It was such an emotionally upliftsaid. "It was such an emotionally uplift-ing experience that I asked them if they belong to an organization, and they told me about the Timberliners. "I got leave from the hospital and went to a meeting that same week, and it helped me recover."

it helped me recover." For more than three decades Jones has sung with the Boulder Timberliners. The group meets for two-and-a-half-hours of music making every Tuesday evening, Now retired after 35 years at the univer-sity. Jones said that the joy of creating beautiful a cappella harmonics every Tuesday night helped him through the

May 23 - June 5, 2008

Boulder barbershop chorus sings in unison to make beautiful music

the Preservation and Encouragement of Barbershop Quarter Singing in America). Today, the Barbershop Harmony Society is the world Vargest all-male singing orga-nization, with more than 300,000 mem-bers singing in more than 800 chapters throughout the U.S. and Canada. There are another 4000 participating in affili-ated organizations throughout Europe. While harbershop singing may seem a strictly male domain, women have an orgontruity to participate as well with are retures, the rest are busines profession bers singing in more than 3000 chapters are another 4,000 participating in affili-tated organizations throughout the US, and Canada. There are another 4,000 participating in affili-sted organizations throughout the US, and and Canada there, in their wan international group. The Sveet Adelines, which has chapters throughout "This group is for people from all

walks of life, people who simply like to sing," said Don Reimer, Timberliners vice president of external communications. The Timberliners chorus has 25 regu-lar members, including two full-time barbershop quartets, the "Ponderosa Vigets are \$15 for adults, and \$10 for ren, students and seniors. For information on both of these con s, call 303-440-7666 or go online a Reimer said members range in age from 14 to older than 75. While half the singers are retirees, the rest are business profes-sionals in a myriad of careers — as music

"Iliterally knew nothing about barber-shop singing when I started," Boltz said. "I was a vocal performance major, and my experience was classical. I initially did private coaching with some of the members to improve their technique and musicianship, and then I transitioned and musicianship, and uton . down into working with the entire group." See Harmony, 38A Boulder County Business Report 35A

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PRODUCT UPDATE



COURTESY NOODLES & CO

Noodles & Co., a Broomfield-based fast-casual restaurant chain, is now serving spaghetti and meatballs at its Colorado locations for \$7.25.

BeyeNETWORK, a Boulder-based online business intelligence network, released its latest research study, "Data Governance: From Policy to Practice." The report describes the processes that enable organizations to evaluate business impacts associated with poor data quality expectations and acceptability thresholds. The report also contains the experiences of several companies that have implemented data governance solutions.

Covidien, a Bermuda-based medical products company with operations in Boulder, globally launched the RapidVac Smoke Evacuator System, a device that filters airborne contaminants from the operating room environment.

Gnip Inc., a Boulder-based company that aggregates data from networking sites to make it easier for companies to use, released a YouTube and Flickr publisher to help users

VELODROME from 5A

Cycling, drawing on five years of experience as owner and general manager of Boulder Indoor Soccer. The 25,000-square-foot velodrome offers mountain biking as well as track cycling, with programs for children, youth and adults. Intermediate and advanced mountain-biking circuits will be in the velodrome's infield. Beginning circuits will be outdoors.

The velodrome's revenue sources include membership, class and racing fees, as well as facility rentals for corporate and private events. Like other sports arenas, the velodrome sells naming rights for various areas. Plans are in the works for a café serving beer and wine.

Marketing to cyclists is already under way. The velodrome has a mailing list of 3,000. Its Web site gets approximately 85,000 visits per month.

"The cycling community here is tight," Garcia said. "Nearly everyone has stopped by to see the velodrome."

In its first year, Garcia said, Boulder Indoor Cycling will generate \$100,000 in revenues and achieve profitability. When operating at 75 percent to 80 percent of capacity, it will show a profit of \$150,000 to \$200,000.

Funding for the venture came from friends and family and totaled about \$200,000.

Boulder Indoor Cycling currently has three employees and expects to add staff upon its official opening.

In keeping with the Boulder milieu, Boulder Indoor Cycling strives to be a green business. Approximately 60 percent of the materials used in the velodrome's construction are recycled.

Jason Williams, director of sales and marketing at Sports Garage, a Boulder bicycle shop, is excited about the prospect of a velodrome in the area but maintains a "wait-and-see" attitude because of the numerous failed efforts in the past.

Others, he noted, have attempted to build Olympic-size outdoor velodromes

integrate the two social networking sites with the users Web application or Web site.

Intuicom Inc., a Boulder-based wireless data products company, released the RTK Bridge-C. Designed to provide network RTK (Real Time Kinematic) corrections to radio-based GPS applications, the RTK Bridge-C helps with precision GPS applications.

Lijit Networks Inc., a Boulder-based company that provides search-powered applications for both individual online publishers and online publisher networks, launched an advertising network that lets publishers sell their own search ad inventory directly to advertisers. Lijit developed an infrastructure to manage the mechanics including inventory, placement, backfill, payment and reporting.

LogRhythm, a Boulder-based log management and analysis company, announced Intelligent IT Search, a new capability for its log and event management system that hones in on security threats and operational risks in less time than conventional log search utilities.

Spatial Corp., a Broomfield-base provider of 3-D software components for technical applications, announced 3D Mesh, an object-based software component providing fully configurable surface and volumetric meshing capabilities. The component includes mesh generation and pre-processing for a wide range of applications including mechanical design, structural analysis, heat transfer, computational fluid dynamics and electronic design automation.

Vaisala Inc., an international electronic measurement company with operations in Boulder, released a white paper, "How Airports can Increase Competitive Advantage and Profitability." The paper says that airports can stay competitive and improve safety by having access to accurate weather information with an Automated Weather Observing System.

THE VELODROME'S REVENUE

sources include membership,

corporate and private events.

Like other sports arenas, the

velodrome sells naming rights

for various areas. Plans are in

on public lands. They encountered logis-

tics challenges, as well as problems with

and privately funded "It could be tough

Colorado at Boulder student population

inexpensive, and they're already popular

he would not recommend for bikes that

lack brakes, "is something of a counter-

of college-aged friends taking advantage

visitors in the numbers brought in by CU

basketball or football teams, it still could make Boulder a destination for track rac-

ers, he suggested. That could have spillover

benefits to other businesses in the form of

will not have a retail operation and said

it regards local bike shops as marketing

For its part, Boulder Indoor Cycling

sales of gas, food and entertainment.

partners rather than competitors.

to attract new riders," Williams said.

might be a good place to start.

While the new velodrome is smaller

He suggested that the University of

"Track bikes are simple and relatively

Riding them around town, a practice

Williams can envision teams or groups

While the velodrome is unlikely to draw

the works for a café serving

beer and wine.

voter acceptance.

on campus," he said.

culture cycling trend."

of the velodrome.

class and racing fees, as

well as facility rentals for

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WEIGHT MANAGEMENT COMPANIES

(Companies ranked by number of employees in Boulder & Broomfield counties.)

		_	(companie	es latiked by flui	inder of employees in de		
RANK	PREV. Rank	Company Address Phone/Fax E-mail	No. of local employees	No. of locations in counties	Fees	Products/Services	Person in charge, title Year Founded Web site
1	2	CURVES 1106 Francis St. Longmont, C0 80501 303-777-0776/303-774-0175 longmontcurves@comcast.net	6	7	\$29 per month, \$149 start-up fee (\$74.50 with 50 percent discount)	30-minute weight-loss program for women using hydraulic machines.	Nancy Newell 1999 www.curves.com
2 TIE	3	SLIM 4 LIFE WEIGHT LOSS 195 S. Main St., Suite 6 Longmont, C0 80501 303-678-0445/303-678-0449 info@slim4life.com	5	2	Individualized according to goals and needs.	Individualized and supervised comprehensive weight-reduction programs; diet-based.	Katherine Ott, Co-director 2003 www.slim4life.com
2 TIE	4	SLIM 4 LIFE WEIGHT LOSS 1116 W. Dillon Road, No. 7 Louisville, CO 80027-1293 303-666-8130/303-678-0449 info@stim4life.com	5	2	Individualized according to goals and needs.	Individualized and supervised comprehensive weight-reduction programs; diet-based.	Katherine Ott and Kim Weinrauch, Co-directors 2004 www.slim4life.com
4 TIE	8	JENNY CRAIG PERSONAL WEIGHT MANAGEMENT 2100 28th St., Suite D Boulder, CO 80301 303-417-9500/303-417-9148 N/A	3	1	At publication date \$20 special for 20 pounds.	Membership weight-loss program providing menus, activity and motivational plans. Online support and 24/7 customer care.	Adley Lindblom, Center Director 1984 www.jennycraig.com
4 TIE	14	CURVES 489 U.S. Hwy 287 Lafayette, CO 80026 303-665-9447/303-665-9881 CurvesLafayette@Yahoo.com	3	7	N/A	Women's fitness gym, weight management.	Kathy Rae Nagel N/A www.Curves.com
4 TIE	9	CURVES 6590 W. 120th Ave., No. B-3 Broomfield, CO 80020 303-404-3459/303-404-3461 Angelaatcurves@aol.com	3	7	\$29 per month, \$149 start-up fee (\$74.50 with 50 percent discount)	30-minute weight-loss program for women using hydraulic machines.	Barb Hotka 2001 www.curves.com
7 TIE	12	SHAKLEE: CREATING HEALTHIER LIVES FOR 53 YEARS 4745-E White Rock Circle Boulder, C0 80301 303-530-4461/303-530-0817 knudson@shaklee.net	1	1	N/A	Shaklee's "Rx for a Healthier Life a cellular, anti-aging tonic, 4-Cinch Shake. Other products include anti-aging skin care products, nutritional food supplements and herbs, personal care products, air purifiers, green cleaning products and water-purification systems.	JoAn Knudson, Independent Shaklee Distributor 1979 www.shaklee.net/knudson or goshaklee.info (password: XA90735)
7 TIE	11	NUTRITION CONNECTIONS 1135 Pearl St., Suite 9 Boulder, CO 80302 303-440-8946 nutritionconnections@juno.com	1	1	N/A	Personalized guidance and nutrition plans for weight management and health; "Quickflip to Delicious Dinners" and "Veggie Quickflip" cookbooks, tools that make it easy to eat healthy meals. Volume discounts available.	Eileen Faughey, M.A., R.D. 1992 www.nutritionconnections.com
7 TIE	10	HEALTHFUL LIVING LLC 303 Glenview Court Longmont, CO 80501 720-837-5240/303-651-6781 kelly@Healthful-Lifestyle.com	1	1	N/A	Nutrition and lifestyle consulting services to motivate and enable clients to reach their weight and wellness goals. Specialties: pre- and post-menopausal nutrition issues; gastrointestinal nutrition issues: IBS, IBD, Crohns, Celiac disease, reflux/GERD; pediatric nutrition issues; food allergies and intolerances.	Kelly Leonard, M.S., R.D. 2005 www.Healthful-Lifestyle.com
NR	20	CURVES 4730 Table Mesa E-100 Boulder, C0 80305 303-440-6400/303-440-8640 curves-sb@earthlink.net	N/A	7	\$29 per month, \$149 start-up fee (\$74.50 with 50 percent discount)	30-minute weight-loss and fitness program for women using hydraulic machines.	Ellen Kendall 2002 www.curves.com
NR	15	WEIGHT WATCHERS ① Hampton Inn, 912 W. Dillon Road Louisville, CO 80027 800-651-6000 yellinw@weight-watchers.com	N/A	5	\$39 per month.	A weight-loss program that focuses on balanced low-fat nutrition, exercise and group counseling.	Sharon Fordham, CEO 1963 www.weightwatchers.com
NR	18	WEIGHT WATCHERS 2582 Arapahoe Ave., Suite 110 Boulder, CO 80301 800-651-6000 yellinw@weight-watchers.com	N/A	5	\$39 per month.	A weight-loss program that focuses on balanced low-fat nutrition, exercise and group counseling.	Sharon Fordham, CEO 1963 www.weightwatchers.com
NR	17	WEIGHT WATCHERS ① McIntosh Village, 2919 W. 17th Ave. Longmont, C0 80503 800-651-6000 yellinw@weight-watchers.com	N/A	5	\$39 per month.	A weight-loss program that focuses on balanced low-fat nutrition, exercise and group counseling.	Sharon Fordham, CEO 1963 www.weightwatchers.com
NR	NR	WEIGHT WATCHERS ① Johnson Memorial Building, 480 Cheeseman St. Erie, C0 80516 800-651-6000 yellinw@weight-watchers.com	N/A	5	\$39 per month.	A weight-loss program that focuses on balanced low-fat nutrition, exercise and group counseling.	Sharon Fordham, CEO 1963 www.weightwatchers.com
NR	13	CURVES 3127 28th St. Boulder, C0 80301 303-440-7660/303-440-7660 Curves_NBoulder@hotmail.com	N/A	7	Varies.	30-minute fitness program for women. Also offers a weekly weight management class and online program.	Kristen Tucker and Kim Huss 2002 www.curves.com, www.curvescomplete.com
NR	NR	CURVES 515 Briggs St., Unit D Erie, C0 80516 303-828-3290/303-828-2790 eriecurves@yahoo.com	N/A	7	\$29 per month, \$149 start-up fee (\$74.50 with 50 percent discount)	30-minute weight-loss program for women using hydraulic machines.	Kendra Anderson and Jennifer Richards 2004 www.curves.com
NR	19	CURVES 7960 Niwot Road, Suite A-2 Niwot, C0 80503 303-652-3224/303-652-2108 N/A	N/A	7	\$29 per month, \$149 start-up fee (\$74.50 with 50 percent discount)	30-minute weight-loss program for women using hydraulic machines.	Gail Anderson and Happy Schaffner 2003 www.curves.com
NR	NR	WEIGHT WATCHERS ① Broomfield Community Center, 280 Lamar St. Broomfield, C0 80020 800-651-6000 vellinw@weight.watchers.com	N/A	5	\$39 per month.	A weight-loss program that focuses on balanced low-fat nutrition, exercise and group counseling.	Sharon Fordham, CEO 1963 www.weightwatchers.com

N/A: Not available.

Secondary ranking criterion is number of employees.

yellinw@weight-watchers.com

If your company should be on this list, please request a survey by e-mailing research@bcbr.com or calling our research department at 303-440-4950.
① Client numbers vary week to week. Employee numbers vary according to meeting.

SOURCE: BUSINESS REPORT SURVEY RESEARCHED BY Beth Edwards



& WELLNESS HEALTH CAR

Control diet to lose weight, 14A



Obesity is a growing problem in the United States, and Colorado isn't immune despite being known as a fit state. According to Daryl Edmonds, president of Cigna HealthCare in Denver, 60 to 70 percent of Americans will be overweight by 2010. Factors such as a more sedentary lifestyle — particularly with children — play a part in these rising numbers.

Obesity can be stopped with right steps

Health-care experts give list of ways to change lifestyle, stay fit, healthy

BY KEELY BROWN

Business Report Correspondent

The numbers tell the story.

The nation's obesity rates are climbing even here in Colorado - despite the state's reputation as a mecca for healthy living.

According to Daryl Edmonds, president of Cigna HealthCare in Denver, statistics indicate that Coloradoans, while healthier than the average American, shouldn't rest on their laurels.

"Across the county obesity has grown dramatically over the past 30 years, to the point where studies say that 60 to 70 percent of Americans will be overweight by 2010," he said. "Right now in Colorado it's only 17 to 18 percent, and it's good that it's the leanest state in the country. However, a few months ago I was in Vancouver, and their obesity rate was only 11 percent — so there are other parts of the world where people are a lot more fit."

Factors such as a more sedentary lifestyle — particularly with children — play a part in these rising numbers, Edmonds said. However, other issues need to be addressed as well.

"A lot of people live in urban, downtown areas where there are no grocery stores nearby — only fast food restaurants or convenience stores, which aren't providing fresh vegetables or healthy foods," Edmonds said. "For people who don't have transportation these are their only choices.

"Also, a lot of cities don't have safe parks where kids can go and run and play, and the playground equipment is often broken. These are critical society issues."

To address these problems Cigna has implemented programs in urban areas to help kids get proper nutrition and exercise. But managing weight gain in adults comes with its own set of challenges, Edmonds said.

"Unless we address the everyday stress in people's lives, we won't address the issue of obesity," he said.

Sometimes the best coaching can

come from a dietician. According to Kathleen Farrell, a registered sports dietician at the Boulder Center for Sports Medicine, getting to the heart of weight management issues sometimes means putting dietary considerations aside and clueing into behavioral issues.

"I try to get to know the person and find out what's happening with their job and their family lives," she said. "If a person can change their behavior, they'll be much more successful in weight loss because these things tend to trigger why people overeat. If they're depressed or have conflict in their lives, they'll use food to fill that void."

The key is to deal with the issue that's causing the overeating, rather than just turning automatically to food, she said.

"I tell people that, instead of eating after conflict at work, they should go and talk to their boss," she said. "This approach does take work, but in the end you'll be a better and stronger person emotionally, physically and maybe even spiritually."

Another mistake that patients make, Farrell said, is going on a toodrastic regimen.

"If you're too strict, you can't stay on it, and the next thing you know, you're chugging down a milkshake," she said.

Coloradoans are gaining weight

Recent studies from the Surgeon General's office estimate that two-thirds of Americans are either overweight or obese. The latest studies from the National Center for Health Statistics show that 30 percent of U.S. adults 20 years and older - more than 60 million people - can be considered obese.

Colorado isn't exempt from these climbing figures. According to a 2008 report by the Colorado Health Foundation, the state's obesity rate has doubled since 1995. In addition, indications are that two out of three Coloradoans will be overweight or obese within the next eight years.

While the CDC ranks Colorado as the least obese state in the nation - with about 19 percent of residents qualifying as obese - nevertheless the health risks are there, with obesity-related illnesses costing the state \$874 million annually, according to the Colorado Health Foundation.

"You can have these things, but we talk about portion changes, like having ice cream, but only half a cup, and enhancing it with something healthy like almonds or blueberries. And you can have a beer but not seven nights a week."

This same type of realistic approach can ► See Obesity, 19A



Kelly Leonard, owner of Longmont-based Healthful Lifestyle, provides nutrition counseling to one of her clients. Leonard is also a dietician at Boulder Women's Clinic, Gastroenterology of the Rockies, Longs Peak Family Practice and the Longmont YMCA.

Controlling diet is vital in weight-loss process

Boulder County has many companies ready to teach ins, outs of healthy lifestyle

BY JULES MARIE

Business Report Correspondent

Boulder County is fortunate to have many well-known and respected companies dedicated to helping clients pursue a healthy lifestyle — particularly with growing concerns about weight management.

Mary Collette Rogers is a "kitchen coach," the owner of Boulder-based Everyday Good Eating and author of the book "Take Control of Your Kitchen." Rogers' business is predicated upon her desire to guide busy people back to the joy and comfort of real food.

She helps people organize their kitchen so they can not only make healthy meals but also achieve their weight-loss goals.

"If you want to manage your weight, you need to go to the kitchen and cook,' Rogers said.

She said people will fail at dieting unless they're comfortable in their own kitchen. "People continually look outside themselves to find a magic solution. The missing link is a simple thing called organization. A lack of kitchen organization results in friction, which slows us down, and we stop enjoying the kitchen."

She offers several suggestions to enjoy a kitchen-friendly meal experience: Map out meal ideas, stock the pantry with healthy foods, have fresh produce delivered weekly from a local farm or an online shopping service, and prepare some foods in advance.

"It's a huge psychological boost if you're organized, and you plan ahead. Focus on 10 recipes you know you can make over the next two months, and pitch the rest," she said.

Kelly Leonard is the owner of Longmont-based Healthful Lifestyle and is also a dietician at Boulder Women's Clinic, Gastroenterology of the Rockies, Longs Peak Family Practice and the Longmont YMCA. She works with clients to create a lifestyle that promotes wellness and balance. The five components she stresses include: a balanced and nutritious diet, daily exercise, restorative sleep, stress-reducing activities and a smoke-free lifestyle.

"Remember, 100 extra calories a day causes a weight gain of 1 pound per month," she said.

She suggests that rather than counting calories, people identify where extra ➤ See Controlling, 15A





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CONTROLLING from 14A

calories can be cut — such as using less salad dressing — as it's more manageable. "The No. 1 food culprit is cheese," she said. "There's 6 grams of saturated fat in 1 ounce of cheddar cheese. Switch out unhealthy foods, and replace them with better food choices."

Leonard believes most people want to be healthy, but they have barriers. She uses positive feedback to help them begin to make changes. Leonard said there's no need to go on a starvation diet and cut out favorite foods.

"Healthy food is the most delicious tasting food if you learn to cook it properly and use the right seasonings," she said. "My approach is educational. I give people skills and knowledge to make choices every day that will contribute to a healthy lifestyle."

She encourages people to see a dietician before they're in a crisis so they can be proactive with good basic nutrition. She reminds them that a mere 10 percent loss in body weight reduces the risk factor for every major disease.

She also suggests people manage their stress by working out several times a week to avoid being emotional eaters.

"I also promote weightlifting or resistance training three times a week, and that includes yoga or Pilates. Find something you like to do, or at least rent a video." She said seven to nine hours of restorative sleep per night is also essential for reducing stress.

Eileen Faughey, owner of Boulder-

66 Healthy food is the most delicious tasting food if you learn to cook it properly and use the right seasonings. 99

Kelly Leonard

OWNER, HEALTHFUL LIFESTYLE

based Nutrition Connections, offers oneon-one counseling, corporate seminars and 10-week weight-management programs. She's also authored four "quickflip" cookbooks, which are simple, userfriendly guides to cooking.

She believes one obstacle to eating healthy is finding the time to cook. She encourages clients to cook healthy meals with friends and family.

Her approach to weight management focuses on what to eat, rather than what not to eat. "A lot of people get up in the morning and think about what they can't eat that day," she said. "I encourage them to make one change, and it automatically upgrades their diet. People love a positive approach. I'll encourage them to buy mangos, strawberries, or blueberries rather than cookies or ice cream.

"When you eat healthy, you have less desire to eat processed, sugary, high-fat foods. It's easier to control your environment than your emotions. Avoid trigger foods — if it's not there, you can't eat it. Weight control that doesn't involve deprivation is more likely to be permanent and successful," Faughey said.

Allison Westfahl, founder of Athletic Edge and director of personal training at Flatiron Athletic Club in Boulder, said a healthy diet is a key to overall good health. "It's very shortsighted to think that if you work out all the time, you can eat what you want. If you do, it's only a matter of time before your body breaks down.

"I encourage people to think of it as losing 5 pounds at a time, not the 30 or more they might desire to lose. Otherwise, it's overwhelming. Take baby steps and never, ever use excuses," Westfahl said.

She stresses a fitness triangle that balances cardiovascular, strength training and nutrition. "I make sure there's no room for error in terms of reaching fitness goals by customizing a workout for each client based on their personal interests.

"I don't prescribe a treadmill workout if they enjoy cycling outdoors. I won't give a canned work out: I'm not the McDonald's of the personal training world."

Boulder Wild Oats will not carry Alfalfa's name BY BUSINESS REPORT STAFF

BOULDER - Austin, Texasbased Whole Foods Market Inc. (Nasdaq:WFMI) will not be renaming the Wild Oats store at 1651 Broadway in Boulder to Alfalfa's Market as it originally planned but will rebrand the store as a Whole Foods Market.

Alfalfa's founders Mark Retzloff, Lyle Davis and Hass Hassan said in a statement they appreciated the desire to return to the store to its original name, but "If you're not going to go all the way, please don't do it at all."

Those sentiments, combined with the knowledge that Whole Foods does not have plans to return Alfalfa's to its original state led to the decision to rebrand the store as a Whole Foods Market.

Whole Foods said in a statement they felt any other decision would be a disservice to the legacy of the store, its founders and to those members of the community who hold its memory dear.

The store has been in the process of a redesign for months to open up areas for customer flow and to improve quality standards and cleanliness in the store. Alfalfa's Market was founded in 1979.

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PRIVATE HEALTH & FITNESS CENTERS

(Clubs in Boulder & Broomfield counties ranked by number of local members.)

			-	(CIUDS	_	eid counties ranked by number of local members.)	
R	ANK	PREV. RANK	Company Address Phone/Fax	No. of members No. of trainers No. of employees No. of locations	Fees: Initiation Couple initiation Family initiation Monthly	Facilities and special programs	Owner(s) Year founded Web site Child care available
	1	1	LAKESHORE ATHLETIC CLUB - FLATIRON 300 Summit Blvd. Broomfield, C0 80021 303-729-2582/303-729-2583	6,000 19 250 1	\$250 \$300 \$350 to \$400 \$93 to \$ 204	Cardiovascular floor, cycle studio, warm water exercise pool, indoor lap pool. Rock climbing pinnacle, free weight and Selectorized area.	Syndicated Equities 1986 www.lsac-flatiron.com Yes
	2	2	LONGMONT ATHLETIC CLUB 10 Mountain View Ave. Longmont, C0 80501 303-772-4700/303-774-1395	3,800 6 90 2	\$25 \$50 \$75 \$66, \$99, \$124	Indoor/outdoor tennis and pools, racquetball, squash, cardiovascular, weights, Spinning, Pilates, yoga, hot tub, steam room.	Jim Richardson 1977 www.longmontathleticclub.com Yes
	3	3	FLATIRON ATHLETIC CLUB 505 Thunderbird Drive Boulder, CO 80303 303-499-6590/303-499-4233	3,000 17 115 1	\$150 (corporate, student, senior rates also available) \$200 (corporate, student, senior rates also available) Varies. \$82 for individuals; \$140 for couples	Indoor group cycling, Cybex, U.S. Masters Swimming, tennis, racquetball, yoga, Pilates, indoor track, indoor/outdoor pools, senior programs.	Jens Husted and Keith McQuillen 1982 www.flatironathleticclub.com Yes
	4	26	IMPACT SPORTS PERFORMANCE 11575 Main St., Suite 100 Broomfield, C0 80020 303-467-2288/303-410-0100	2,500 9 21 1	N/A N/A N/A \$39+	Elite training center for speed, agility, and explosiveness. Sport-specific training programs, group training or 1-on-1 training. Also provide sports specific camps and clinics!	Jamie Heiner and Michael Keating, M.S., A.T.C., C.S.C.S. 2005 www.myimpactsports.com No
	5	NR	ONE BOULDER FITNESS 1800 Broadway, Suite 190 Boulder, CO 80302 303-447-8545/303-447-9235	1,800 15 45 1	\$89 Call for details. Call for details. Call for details.	Strength training, cardiovascular conditioning, nutritional guidance, group fitness, yoga studios. Corporate rates.	Scott Woodard and Glen Marshman 2006 www.oneboulderfitness.com No
	6	5	THE MOUNTAIN'S EDGE FITNESS CENTER 693-K S. Broadway St. Boulder, C0 80305 303-494-5000/303-494-5001	1,650 13 65 1	\$100 N/A N/A Starting from \$40	Weights, aerobics, Spinning, yoga, kickboxing, massage, tanning, pro shop, rehab, pool, Pilates, sauna, martial arts.	Scott Carew 1999 www.mountainsedge.net Yes
	7	5	LONGMONT ATHLETIC CLUB WEST 1801 Lefthand Circle Longmont, CO 80501 303-774-8888/303-774-8111	1,600 13 65 2	\$25 \$50 \$75 \$39 to \$79	Cardiovascular, machine strength training program, weights and aerobic classes, Spinning, martial arts, yoga, steps, ladies' weights.	Jim Richardson 2002 www.longmontathleticclub.com Yes
	8	7	PHYSICAL MEDICINE AT LONGMONT UNITED HOSPITAL 1950 Mountain View Ave. Longmont, CO 80501 303-485-4163/303-485-4164	1,000 N/A N/A 1	\$50 \$100 N/A \$33.50 to \$94.50	Adult physical therapy services, orthopedics, brain injuries, Health Ambitions (medical fitness center).	Eileen Maddox 1961 www.luhcares.org No
	9	8	FUNCTIONAL FITNESS & WELLNESS CENTER 2868 30th St. Boulder, C0 80301 303-440-1440/303-440-1403	875 14 1 1	N/A N/A N/A \$50.00 and up	Personal training center, therapeutic massage, sound table, structural integration, rolfing, barefoot ahiatsu, ashiatsu, physical therapy, Body work. Muscle activation technique, functional analysis, functional training.	Sam lannetta and Lara lannetta 2002 www.functionalfitnessusa.com Yes
1	10	13	BODY DYNAMICS 2660 Canyon Blvd., Suite A4 Boulder, C0 80302 303-440-5776/303-546-0020	800 19 19 1	No initiation fees - Call for rates per private session or class. No initiation fees - Call for rates per private session or class. No initiation fees - Call for rates per private session or class. No monthly fees.	Pilates, yoga, physical therapy, personal training, massage, Fitball, Bosu, Smart Bells, Body Bar, core training, Jin Shin, Rolfing, and sports rehab.	Lindsay Ross and Wendy McClure 1998 www.bodydynamics.net No
	11	9	THE GUNBARREL ATHLETIC CLUB 6565 Gunpark Drive, Suite 160 Boulder, CO 80301 303-530-7648/303-530-5217	700 7 20 1	N/A N/A N/A N/A	Massage therapy, sauna, aerobics, Spinning, weights, yoga, Pilates, personal training, PiYo, Life Fitness, Stairmaster.	Emily Concie 1996 N/A No
	12 TIE	10	TRAN'S MARTIAL ARTS AND FITNESS CENTER 117 S. Sunset St., Suite D Longmont, CO 80501 303-776-1887/303-776-1666	600 14 4 2	None None Family discount. N/A	Tae Kwon Do programs kids and adults, full fitness center, Muay Thai Kickboxing.	Hung Tran 1994 www.trans-mafc.com No
	12 TIE	13	CLUB FITNESS 1075 South Boulder Road, Suite 125 Louisville, C0 80027 303-665-8122	600 4 1	Varies Discounted couple programs available Discounted family programs available N/A	Open 24 hours, full range of cardiovascular equipment, large free weight area, a full line of Nautilus circuit equipment, massage.	John Udden and Quin Udden 2005 www.clubfitness.org No
1	14	11	ANYTIME FITNESS 701 Delaware Ave. Longmont, C0 80501 303-776-2633/303-776-4336	550 6 N/A 1	\$50 for keycard \$50 for keycard \$50 for keycard \$32	Personal training, group classes, boxing, kickboxing, yoga, kids club, Spinning, free weights, circuit, tanning, cardio theatre.	Tracy Nissen and Paul Larson 2005 anytimefitness.com/clubs/longmont Yes
	15 TIE	13	IRON WORKS FITNESS 4660 N. Broadway St. Boulder, CO 80304 303-539-9334/303-539-6940	500 12 2 1	\$75 \$65 per person \$65 per person N/A	24-hour cardkey access fitness center; 18 and older; student, family, corporate and senior discounts.	Cathy Grayell and Scott Grayell 2004 www.ironworksfitness.net No
	15 TIE	22	MOUNTAIN KIDS 474 S. Taylor Ave., Suite A Louisville, CO 80027 303-665-8287/303-665-9122	500 N/A 25 1	N/A N/A N/A \$90 or more for six week sessions	Gymnastics, dance and summer day camp for kids ages walking and up.	Anna Baretta 2004 www.mountain-kids.com No
1	17	17	HARVEST HOUSE TENNIS 1345 28th St. Boulder, CO 80302 303-449-5033/303-443-4132	430 7 10 1	\$800 tennis and pool Varies \$195 a month for tennis family; \$97 month for pool family N/A	Reciprocal agreement with One Boulder Fitness and Mountain's Edge Fitness centers, indoor and outdoor pools, hot tub, 15 tennis, pro shop.	Duke Paluch 1974 www.harvesthousetennis.com Yes
1	18	22	TRAN'S MARTIAL ARTS AND FITNESS CENTER 3101 1/2 28th St. Boulder, CO 80301 303-402-9460/303-444-7819	400 7 15 2	Call for details. Call for details. Call for details. \$99 to \$169	Certified in Tae Bo, Bodypump, cardio kickboxing, martial arts; weight and cardio rooms, locker rooms, pro shop, punch cards.	Vu Tran 1987 www.transmartialarts.com Yes
	19 TIE	27	KRAV MAGA ① 2750 Glenwood Drive Boulder, C0 80304 303-449-2010/720-214-1692	300 13 13 2	Call for details. N/A N/A N/A	Self-defense training center.	James Hiromasa and Shannon Lukeman-Hiromasa 1998 www.ColoradoKravMaga.com No
	19 TIE	27	KRAV MAGA ① 6821 W. 120th Ave. Broomfield, CO 80020 720-214-1691/720-214-1692	300 13 13 2	Call for details. N/A N/A N/A	Teaches self-defense.	James Hiromasa and Shannon Lukeman-Hiromasa N/A www.coloradokravmaga.com N/A
	19 TIE	27	THE WORKOUT STUDIO 2560 28th St. Boulder, CO 80301 720-565-9878/720-565-9877	300 10 4 1	\$50 \$75 \$75 N/A	Spinning, weights, step aerobics, kickboxing, cardio kickboxing, Pilates, yoga, meditation and stretching.	Robert Brooks and Mary Siefert 2000 www.theworkoutstudio.net No
2	22	33	THE PILATES CENTER 4800 Baseline Road, Suite D206 Boulder, C0 80303 303-494-3400/303-499-2746	250 15 N/A 1	Varies Varies Varies N/A	Private one-on-one sessions, classes, teacher training program.	Amy Taylor Alpers and Rachel Taylor Segel 1990 www.thepilatescenter.com No
	2 3 TIE	38	CUSTOMIZED NUTRITION & EXERCISE LLC 2500 30th St. Boulder, C0 80301 303-443-8787/303-443-2535	200 30 N/A 1	None None None \$50	Nutrition store with a personal training studio. Also sells fitness equipment.	Rick Jones 2004 www.simply-fit.com No
	2 3 TIE	27	KOLESAR BODY KNOWLEDGE STUDIOS 202 Main St., Suite 1 Longmont, CO 80501 720-494-9226/720-494-9237	200 4 2 1	Special discount packages for classes; \$150 to \$330 N/A N/A Classes \$25, or \$225 for 10;	Pilates, Gyrotonic, massage therapy, Somato respiratory integration. Private and group classes.	Lara Kolesar 2000 www.kolesarstudios.com No
2	25	NR	WAY OF THE CRANE 1925 55th St. Boulder, C0 80304 303-442-7559	150 12 1 1	private sessions, \$65 to \$100. \$50-\$100 \$50-\$100 \$50-\$100 \$50-\$150	Self-defense training, martial arts.	Melanie Murphy 1983 www.wayofthecrane.com No
	nd ranking Not availal		is number of trainers.				

N/A: Not available.

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

① Number of members, trainers and employees is for both locations.

≻ See List, 17A

► See List, 17/

SOURCE: BUSINESS REPORT SURVEY

RESEARCHED BY Carol Maskus

≻	List,	from	16/

PRIVATE HEALTH & FITNESS CENTERS

(Clubs in Boulder & Broomfield counties ranked by number of local members.)

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RANK	PREV. RANK	Company Address Phone/Fax	No. of members No. of trainers No. of employees No. of locations	Fees: Initiation Couple initiation Family initiation Monthly	Facilities and special programs	Owner(s) Year founded Web site Child care available
26 TIE	NR	BOULDER QUEST CENTER 1200 Yarmouth Ave. Boulder, C0 80304 303-440-3647	150 6 6 1	N/A N/A N/A \$85-\$185	Martial arts, self defense, meditation, yoga and cardio classes for children and adults.	Kevin Casey and Mary Casey 2005 www.boulderquest.com No
26 TIE	NR	NORTH BOULDER PILATES 3000 Center Green Drive #140 Boulder, CO 80301 303-413-3496/303-447-3390	150 5 5 1	N/A N/A Private lessons, \$75.00; duets, \$45; mat classes, \$15; referormer; \$25.	Pilates and rehabilitation with orthopedic Physical Therapists who are Pilates certified.	Debra Layne, P.T. 2007 www.northboulderpilates.com N/A
28	42	FRONT RANGE BOXING ACADEMY 3801 Pearl St. Boulder, C0 80301 303-546-9747	110 4 N/A 1	None None None N/A	State-of-the-art boxing gym, weight lifting and fitness equipment, caters to recreational boxers, women welcome.	David Gaudette 1994 www.frontrangeboxing.com No
29	41	PILATESBODIES 1515 Main St., Unit B Longmont, C0 80501 303-485-9778/720-685-8963	45 3 3 1	N/A N/A N/A N/A	A full studio offering private instruction and classes. Highly qualified and certified instructors with more than 25 years of experience.	Donna McLean 2000 www.pilatesbodies.org No
30	45	BODYSPAN STUDIO 3548 19th St. Boulder, CO 80304 720-352-7044	35 1 1 1	None None None Call for details.	Gyrotonic Expansion System, Gyrokinesis.	Deborah McBride 2005 www.bodySpan.com No
31 TIE	NR	RALLYSPORT HEALTH & FITNESS CLUB 2727 29th St. Boulder, C0 80301 303-449-4800/303-938-8718	N/A 25 200 1	\$100 \$125 \$150 N/A	Swim team, U.S. Masters Swimming, Spinning, boot camp, kickboxing, yoga, strength training, plyometric training, physical therapy, youth and adult triathlon teams.	Dennis Dipaula 1978 www.rallysportboulder.com Yes
31 TIE	NR	THE CORE MOVEMENT STUDIO 1844 55th St. Boulder, CO 80301 303-443-7400	N/A 12 12 1	Drop-in: \$10. N/A N/A N/A	Fitness, dance and movement studio.	Jill Copeland N/A www.coremovementstudio.com N/A
31 TIE	NR	PAT GUYTON PILATES 3825 Iris Ave., Suite 300 Boulder, CO 80301 303-449-7284/303-449-7288	N/A 4 N/A 1	Initial consultation and introduction is complementary. N/A Private and class fee schedules reflect attendance and committment.	Pilates conservatory, comprehensive Pilates Education, Pilates Master Teacher with 23 years experience. PMA Certified Pilates Teachers.	Pat Guyton 2005 http://patguytonpilates.com No
31 TIE	NR	THE INTEGRATED BODY 2885 Aurora Ave., Suite 31 Boulder, C0 80303 303-442-0205	N/A 2 2 1	N/A N/A N/A Private lessons, \$60; mat classes, \$14.	Pilates, Feldenkrais, body-mind centering, massage and acupuncture. Specializes in treating chronic pain and supporting post-partum recovery.	Kerry Lewis Walker 2002 www.theintegratedbody.com No
31 TIE	NR	THE CORE PILATES STUDIO 3012 Folsom St. Boulder, CO N/A 303-955-0972/720-234-3933	N/A N/A 2 N/A	N/A N/A N/A N/A	Fully equipped Pilates studio with group classes, duets and private sessions. Specializes in muscle activation techniques, a biomechanical process to correct muscular imbalances in the body.	Sandra Murphy and Tanya Bonino 1996 www.thecorepilatesstudio.com N/A
31 TIE	NR	CURVES 515 Briggs St., Unit D Erie, CO 80516 303-828-3290/303-828-2790	N/A N/A N/A 7	\$149 (\$74.50 with 50 percent discount) N/A N/A N/A	30-minute weight-loss program for women using hydraulic machines.	Kendra Anderson and Jennifer Richards 2004 www.curves.com No
31 TIE	11	CURVES 3127 28th St. Boulder, C0 80301 303-440-7660/303-440-7660	N/A N/A N/A 7	\$99 N/A N/A \$39-\$49	30-minute fitness program for women. Also offers a weekly weight management class and online program.	Kristen Tucker and Kim Huss 2002 www.curves.com, www.curvescomplete.com No
31 TIE	NR	CURVES 4730 Table Mesa E-100 Boulder, C0 80305 303-440-6400/303-440-8640	N/A N/A N/A 7	\$149 (\$74.50 with 50 percent discount) Not applicable. Not applicable. N/A	30-minute weight-loss and fitness program for women using hydraulic machines.	Ellen Kendall 2002 www.curves.com No
31 TIE	NR	CURVES 7960 Niwot Road, Suite A-2 Niwot, CO 80503 303-652-3224/303-652-2108	N/A N/A N/A 7	\$149 (\$74.50 with 50 percent discount) N/A N/A N/A N/A	30-minute weight-loss program for women using hydraulic machines.	Gail Anderson and Happy Schaffner 2003 www.curves.com No
31 TIE	NR	CURVES 1106 Francis St. Longmont, CO 80501 303-774-0776/303-774-0175	N/A N/A N/A 7	\$149 (\$74.50 with 50 percent discount) N/A N/A	30-minute weight-loss program for women using hydraulic machines.	Nancy Newell 1999 www.curves.com No





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PUBLIC HEALTH & FITNESS CENTERS

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business	report		(Public centers in Boulder & Broomfie	ld counties ranked by number of	local members.)	
RANK	PREV. RANK	Company Address Phone/fax	No. of members No. of trainers No. of employees No. of locations	Fees: Initiation Couple initiation Family initiation Monthly	Facilities and special programs	Owner(s) Year founded Web site Child care
1	4	LOUISVILLE RECREATION/SENIOR CENTER 900 W. Via Appia Way Louisville, CO 80027 303-666-7400/303-335-4959	228,414 15 200 1	None None None \$38	Youth, adult, senior, active and passive recreational and leisure programs, wellness center, organized and drop-in activities. Tennis courts, in-line skating, skateboard park, cricket field.	City of Louisville 1990 www.ci.louisville.co.us Yes
2	3	BOB L. BURGER RECREATION CENTER 111 W. Baseline Road Lafayette, C0 80026 303-665-0469/303-665-0987	225,000 10 200 2	None None Call for details.	Lap and leisure pools, indoor track, gymnasium, weight room, cardiovascular machines, fitness equipment, aerobic studio, fitness classes, racquet ball, U.S. Masters swim, swim lessons, licensed preschool, day camps, active adult classes, child/adult sports programs, birthday parties.	Curt Cheesman 1990 www.cityoflafayette.com/recreation Yes
3	1	LONGMONT RECREATION CENTER 310 Quail Road Longmont, CO 80501 303-774-4800/303-485-9793	170,000 N/A N/A 2	None None None \$90 per quarter, annual from \$185	Lap pool, gym with basketball courts, three-lane track, fitness area, aerobics room, climbing wall.	City of Longmont N/A www.ci.longmont.co.us Yes
4	2	ST. VRAIN MEMORIAL BUILDING 700 Longs Peak Ave. Longmont, CO 80501 303-651-8404/	112,000 N/A 6 2	None None \$90 per quarter, annual from \$185	Gymnasium, fitness/wellness room, weight room and fitness area, fitness classes.	City of Longmont N/A www.ci.longmont.co.us Yes
5	5	ED & RUTH LEHMAN YMCA LONGMONT (1) 950 Lashley St. Longmont, C0 80501 303-776-0370/303-682-2301	5,000 12 120 1	\$50 \$50 \$50 N/A	Provides life-enhancing programs for children, families and seniors that focus on developing relationships, healthy lives and respect for diversity in order to build a stronger community.	Barbara McGaughey 1989 www.longmontymca.org Yes
6 TIE	6	YMCA OF BOULDER VALLEY 5541 Central Avenue Boulder, Co 80301 303-554-7444/303-413-9622	3,750 5 300 2	\$50 \$50 \$50 \$25, teen; \$45, adult; \$65, family	An association of people of all ages, abilities, ethnic groups and religious affiliations who are united in a common effort with a world wide fellowship, putting Christian principles into practice and enriching the quality of spiritual, mental and physical life for all.	Seth Goldman 1955 www.ymcabv.org Yes
6 TIE	6	YMCA OF BOULDER VALLEY ① 2800 Dagny Way Lafayette, C0 80026 303-664-5455/303-664-5456	3,750 5 200 2	\$50 \$50 \$50 \$25, teen; \$45, adult; \$65, family	Personal fitness programs, ice rink, multiuse wrestling room, indoor running track, gym, cardio and strength centers, meeting rooms, teen center, turf field, BMX track, cardio theater.	Misty Deiparine 1998 www.ymcabv.org Yes
8 TIE	8	EAST BOULDER COMMUNITY CENTER ② 5660 Sioux Drive Boulder, CO 303-441-4400/	1,200 20 15 3	None None None Annual fees: \$263 senior, \$455 resident, \$569 nonresident	Pool, raquetball courts, dance studios, group classes.	City of Boulder 1991 www.ci.boulder.co.us Yes
8 TIE	8	SOUTH BOULDER RECREATION CENTER (2) 1360 Gillaspie Drive Boulder, CO 303-441-3448/	1,200 20 9 3	None None None Annual fees: \$263 senior, \$455 resident, \$569 nonresident	Indoor pool, racquetball/handball courts, dance studios, outdoor sand volleyball, outdoor tennis courts, sauna.	City of Boulder 1959 www.ci.boulder.co.us Yes
8 TIE	8	NORTH BOULDER RECREATION CENTER ② 3170 Broadway St. Boulder, CO 80304 303-413-7260/	1,200 20 N/A 3	None None None Annual fees: \$263 senior, \$455 resident, \$569 nonresident	Pool, racquetball courts, dance studios, group classes.	City of Boulder N/A www.ci.boulder.co.us Yes
11	11	PAUL DERDA RECREATION CENTER 13201 Lowell Blvd. Broomfield, CO 80020 303-460-6900/303-460-6921	800 5 N/A 2	None None Call for details.	Track, gymnastics center, gymnasium, two fitness studios, meeting rooms, preschool facility, climbing wall, aquatic center.	City of Broomfield 2003 www.broomfieldrecreation.com Yes
12	12	BROOMFIELD COMMUNITY CENTER 280 Lamar St. Broomfield, C0 80020 303-464-5500/303-464-5515	65 5 N/A 1	None None Call for details.	Indoor pool, gymnasium, fitness room, weight/cardio room, preschool facilities, meeting rooms, lunch program, woodshop, dry/wet pottery/craft room, banquet room.	City of Broomfield 2003 www.broomfieldrecreation.com No
Second ranking	criterion is n	umber of trainers.				

Second ranking criterion is number of trainers. N/A: Not available.

husiness report

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

1 YMCAs are classified as nonprofits and not public organizations.

Number of members and trainers is for all three Boulder locations.



we have what you need to succeed

SOURCE: BUSINESS REPORT SURVEY

RESEARCHED BY Beth Edwards

OBESITY from 13A

apply to exercising as well, Farrell said.

"Sometimes people go out and buy all this exercise equipment, and they end up hanging clothes on them," she said. "That's why at garage sales you see all those treadmills and stationary bikes and diet books.

"I try to find out what my patients like to do. If they don't like running, I tell them to just shut the curtains and dance in their living room," she said. "And some people are intimidated by going to the gym, so I tell them to get a dog and walk it — that's the best treadmill in the world."

No matter what you do, Farrell said to not lose more than two pounds a week — otherwise, you're losing more water weight than fat.

According to Dr. William Burton, a board-certified family and sports medicine practitioner at Boulder Community Hospital, the American way of life can actually cause obesity rates to climb. "In America we're so driven because of competition in the workplace," he said. "There's a lot of stress, and people are working through lunch and missing their breaks, so they tend to get into dysfunctional eating habits that increase weight. It's important to realize that we don't have to victims of our work and our environment."

While Burton doesn't advocate any particular diet plan, he nevertheless feels that following the food pyramid recently developed by the Harvard School of Public Health is a good option. Unlike the traditional food pyramid created by the Food and Drug Administration, the Harvard pyramid advocates the use of healthy fats such as olive and canola oils, as well as whole wheat grains in breads and pastas, and limits the daily intake of dairy products and red meats, as well as starches.

Conventional wisdom is spot on when it advises that the largest meal should be

Diseases caused by obesity

According to Dr. William Burton illnesses and serious medical conditions either triggered or exacerbated by obesity can include the following:

JILY	can include the following.
	Type 2 diabetes
	Gallstones
	Hypertension
	Osteoarthritis
	Coronary heart and artery disease
	Heart attacks
	Strokes

breakfast or lunch, with only a lighter meal in the evenings and nothing late at night, he said.

"In Japan, sumo wrestlers gain weight by eating and then going to bed immediately afterwards" he said. "Here in America we have families eating at nine at night and then going to bed an hour later."

Burton said it's always good to consult with a dietician, who can help you make better food choices as well as you steer away from hidden calories, such as those

Abnormal blood lipids Sleep apnea

Increased risks for colon cancer, as well as prostate cancer in men and uterine and gall bladder cancer in women

"I'm seeing more cases of type 2 diabetes and coronary heart and artery disease than ever before," Dr. Burton added. "And every year, I see several more people with weight-related gallstone problems."

in juices, smoothies and latte drinks, which can add up to hundreds of calories.

Keeping your goals realistic will work in the long run, even if it means losing less weight in the beginning, he said.

"You could probably get on any diet and lose weight, but the trick is to keep it off," Burton said. "If your diet fails, then you need to address why there's a failure. After all, this isn't an instant cure — it's an ongoing lifestyle change for many years to come."

BCBRDAILY from 2A

The Longmont-based company, which makes automated PC backup devices, plans to increase its sales and marketing as well as engineering staff to help expand its market reach, said Bob Beckemeyer, Rebit's chief operating officer.

Access Venture Partners, which has an office in Westminster, as well as two other venture capitalist firms and a private individual contributed to the round.

AeroGrow plans to cut 35 jobs

BOULDER – AeroGrow International Inc. (Nasdaq CM: AERO), a Boulder-based maker of indoor gardening products, plans to cut 35 jobs.

The lay offs are part of "a series of aggressive actions that accelerate the company's profitability initiatives in light of current economic conditions," according to a press release.

The job cuts will include managers, salaried and hourly workers and contract employees.

AeroGrow had approximately 100 fulltime employees as of Dec. 1. The company estimates approximately \$2 million in annual savings from the reductions.

Further cost savings and efficiency improvements are planned for 2009, targeting an additional \$3 million in savings.

Summit Bank to take part in TARP

BROOMFIELD – The parent company of Broomfield-based Summit Bank & Trust will participate in the U.S. Treasury Department's capital purchase program.

Iowa-based Heartland Financial USA Inc. said it will accept government equity investments to "help build capital and increase the flow of credit to the economy."

The approval is preliminary and subject to certain conditions and the execution of definitive agreements, bank officials said.

Summit Bank & Trust has locations in Broomfield and Erie. It reported about \$70.8 million in assets in third quarter 2008. Heartland, a \$3.4 billion multi-bank holding company based in Dubuque, Iowa has 61 locations and serves 42 communities in eight states. "We intend to continue to offer commercial and personal loans that stimulate the local economies, and potentially, acquire banks in our existing markets," said Heartland President and Chief Executive Officer Lynn B. Fuller, in a press release.

Under the program, Heartland will issue senior preferred shares in an amount equal to 3 percent of its risk-weighted assets, or approximately \$81.7 million, companywide. The preferred shares are subject to a 5 percent annual dividend for each of the first five years of the investment, increasing to 9 percent thereafter, unless Heartland redeems the shares.

In conjunction with participation in the program, Heartland will issue to the Treasury 10-year warrants to purchase common stock with an aggregate market value of 15 percent of the senior preferred stock investment.

Three other banks based in the Boulder Valley - Boulder-based AMG National Trust Bank, FirstBank of Boulder and FirstBank of Longmont - have declined to take part in the program.

Officials with Longmont-based Mile High Banks 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.

Foodzie receives \$1 million

BOULDER – Foodzie Inc., a 2008 TechStars startup, closed a \$1 million round of funding.

Foodzie, an online marketplace where artisan food producers and growers can sell their products directly to consumers, received money from Palo Alto, Calif.based SoftTech VC, West Conshohocken, Pa.-based First Round Capital and angel investors. With the money, the company plans to expand its consumer base and hire more staff, according to a Foodzie press release.

The Boulder-based startup gives small food-related companies an opportunity to expand their reach and tell consumers about the company and their food. The producers manage their inventory and shipping as well as their individual Foodzie storefront.

Catacombs bar to be upgraded

BOULDER – Catacombs, the bar in the basement of the Hotel Boulderado in downtown Boulder, will undergo a remodel and open under a more upscale concept.

Upgrades "will definitely happen," said Beverly Silva, director of sales and marketing for the hotel, which partially owns the bar.

"I'm sure it's going to have new décor, new lighting and a new feel. And perhaps new seating and a new bar." She said the bar will cater to a more upscale clientele.

Other than that, Silva isn't ready to divulge any more details on a new menu or new pricing.

Changes are part of ongoing upgrades to the hotel in celebration of its 100-year anniversary, which happens in 2009. The hotel lobby was redecorated in 2006, and its conference center was redecorated this past summer.

Silva said changes should be made by summer 2009, and hopefully in time for the University of Colorado at Boulder's graduation. Current employees most likely will remain there.

Ownership of the bar hasn't decided whether or not to change the name. "Some people think when you do an upgrade, you should change the name, but other people think you should preserve the history," Silva said.

Catacombs opened in 1969 and is one of the oldest full-service restaurants with bar inside city limits, Silva said.

Hunter Douglas lays off 30

BROOMFIELD – Hunter Douglas Inc.,

a window coverings manufacturer, laid off 30 employees at its Broomfield facility.

The positions were "staff level" and did not involve any employees from the manufacturing floor, according to Sarah Fletcher, a company spokeswoman. The company now has 920 employees in Broomfield.

Hunter Douglas does not anticipate future layoffs. No other Hunter Douglas locations were affected in this round of layoffs.

Fletcher said the layoffs were to "adjust staffing levels to current economic conditions."

The Hunter Douglas Group, the Netherlands-based parent company of Hunter Douglas Inc., said it anticipated "declining results" in an investor relations press release published in early November.

The Broomfield facility is located at 1 Duette Way.

Bella installs solar for Boulder County

BOULDER – Bella Energy has teamed with Boulder County to install solar equipment on eight county buildings.

Louisville-based Bella Energy plans to mount 615 kilowatts of solar electric equipment capable of producing 869,100 kilowatt hours of electricity annually. That's enough power to offset about 6 percent of the county's current electricity use, according to a press release.

Because Boulder County can't redeem federal incentives, a Colorado investment group financed the installation and will apply for the rebates. The investment group, whose name Boulder County Public Information Officer Barb Halpin wouldn't disclose, will then sell the electricity to the county.

After seven years the county can purchase the system and has set aside \$1.5 million to do so.

Eventually, residents can look on the Internet to see how much energy is produced by the system, how much energy the buildings use and when, as well as how users can impact how much energy is consumed.

NEWSMAKERS BCBR's top business stories/trends of 2008

BY BUSINESS REPORT STAFF

The past year has been a wild ride for the global business world. Unfortunately, there was more bad news than good, as many economies, including in the United States, slipped into recession.

In the Boulder Valley, the initial hits to the national economy seemed less blunt, but as the year draws to a close, it is clear that there are few places to hide. Below are the top 10 local business stories and trends that affected the Boulder Valley in 2008.

1. ConocoPhillips: At the start of the year, everyone wanted to know the big secret: Who had purchased the 432-acre Sun Microsystems/StorageTek campus in Louisville?

Google, Microsoft, Oracle. Rumors were rampant and tended to favor a high-tech company buyer. So it was a big surprise when we learned in February that Houston-based energy and oil giant ConocoPhillips Co. purchased the property for \$58.5 million with plans for a new company.

An oil company in Boulder's backyard? Conoco softened the blow by touting the new Colorado campus as its center for renewable energies and global training. It excited local businesses and developers with plans to have the first phases complete by 2012 and the possibility to provide 7,000 jobs in the next 20 years.

The excitement faded some by the end of the year. The economy's downturn and subsequent collapse in energy prices forced Conoco to say it was slowing down. In November, it announced that the first phases of campus operations would be delayed to 2013. Still, in the long run, experts say Conoco's presence will be a steady economic benefit to the Boulder Valley for decades to come.

2. Going green: Never has a color meant so much to the business world, than the color green. It's the color of money, but in 2008, it was also the color on how to save money on energy and attract customers.

With oil prices hitting \$147 a barrel in mid-July, there were predictions it could quickly go above \$200. Alternativeenergy companies, environmentalists, governments and likely a couple of bullish oil investors pushed the theory that this was peak oil — we would never see lower oil prices again. Businesses got on the green bandwagon with green products, green buildings and green events. Local governments — particularly the city of Boulder and Boulder County - enacted new legislation to dictate more green buildings and sustainable practices. Boulder County officials went so far to restrict the size of a private home



The 432-acre Sun Microsystems/StorageTek campus was purchased earlier this year by ConocoPhillips Co. for \$58.5 million. ConocoPhillips plans to open a global technology and corporate learning center for renewable energy and high-tech carbon fuels recovery at the Louisville facility. The company said it plans to have the first phases complete by 2012 and the possibility to provide 7,000 jobs in the next 20 years.

on unincorporated county land.

The economy's downturn suddenly slowed the green frenzy. Oil prices were cut by more than a half in six months, as demand disappeared and investors fled from the overall commodity markets.

Green backers must now work to convince consumers not to go back to cheap oil. And new President Barack Obama will be challenged to keep the green movement alive as a way for the United States to gain energy independence.

3. Banks and the \$700 billion bailout: New loan business slowed, and defaults increased at Boulder-Valley-based banks in 2008, much as it did throughout the rest of the nation. No locally based banks failed in 2008, but several national banks with a local presence did go under — being acquired by rivals at fire-sale prices. The biggest collapse was Washington Mutual, with seven branches in the Boulder Valley. It was acquired by J.P. Morgan Chase. Wachovia also fell on hard times. Its five local branches were acquired by Wells Fargo.

As the U.S. Treasury Department looked to stem the number of bank and financial-institution collapses, it offered a \$700 billion bailout plan, funded by taxpayers. All seven local banks had an opportunity to tap the funds, but few did. So far, Broomfieldbased Summit Bank & Trust is the only locally based bank partaking in the program. Boulder-based AMG National Trust Bank, FirstBank of Boulder and FirstBank of Longmont chose not to participate. Longmont-based Mile High Banks declined to comment. And Broomfield-based FirsTier Bank and Boulder-based Flatirons Bank are still awaiting their guidelines for S-Corporation banks to see if they want to participate.

4. Foreclosures: As the housing market continued to deteriorate in 2008, things got worse when the stock market began to collapse in September and October. Not only were people less willing to buy homes, but they also lost their financial ability to buy homes as their investment savings dwindled.

Foreclosures in the Boulder County are on pace to set another record — up 5.5 percent this year to 938 foreclosure filings through November. The percent increase of foreclosures could have been higher if not for a couple of new laws that delayed foreclosure filings both at the state and national level. By the end of the year, banks seemed more willing to work out new loan terms with their clients rather than take more losses on the home. Mortgage rates also dropped late in the year below 5.5 percent, spurring a wave of refinances into 30-year fixed-rate loans.

5. Job losses: It was the last part of the economy to remain standing. Despite signs of a slowing economy two years ago, jobs remained steady in 2007. That wasn't the case in 2008, and the Boulder Valley was not immune. Job reductions occurred at Level 3, Sun Microsystems, Vail Resorts, Crocs, Butterball, Replidyne, the Camera, Whole Foods, Amgen, Tandberg and Hunter Douglas.

One of the hardest-hit companies in 2008 was McStain Neighborhoods. The veteran local homebuilding business reduced its employees from 100 to 21 during the past two years. In 2008, it vacated its Louisville headquarters in favor of running the company virtually from several onsite neighborhood locations. McStain also sold off the land for its previously planned West Grange neighborhood in Longmont.

At his annual economic forecast in December, University of Colorado ➤ See **Stories, 21A**

STORIES from 20A

economist Rich Wobbekind predicted that Colorado would lose 4,800 jobs in 2009.

6. Two big acquisitions: It wasn't all sour news in 2008 — two local companies were acquired by rivals this year, an example of the local area's continued success in entrepreneurship.

Corporate Express, a Netherlandsbased office-supply company with its U.S. headquarters in Broomfield, accepted a buyout of about \$2.7 billion from Framingham, Mass.-based Staples Inc. in June. Including Corporate Express' debt being assumed, Staples said the transaction was valued at about \$4.8 billion.

In October, Boulder-based LeftHand was acquired by Hewlett-Packard Development Company LP for \$360 million in cash.

LeftHand said it will keep its new Boulder office and, because it's a strategic acquisition for H-P, there was talk of expanding the Boulder presence. LeftHand has 215 employees, and more than half are based in Boulder.

Bill Chambers, who co-founded the company with John Spiers in 1999, will continue to lead LeftHand, and Spiers will also stay on.

7. Is it FasTracks or SlowTracks?: Maybe the train will roll into the Boulder Valley by 2034.

Regional Transportation District officials finally admitted that they would not be able to complete the entire Denver/ Boulder metro-area FasTracks commuter rail system by 2017 as previously promised when voters passed a tax-increase measure in 2004.

Decreasing tax revenues and soaring construction costs ballooned the estimated price tag of FasTracks by 68 percent — from a projected \$4.7 billion in 2004, to \$7.9 billion in 2008.

To deal with the shortfall, officials have proposed shortening or eliminating rail service to certain areas, lengthening the time to complete the system to 2034, or asking voters for an additional tax increase. In the Boulder Valley, some business and community leaders suggested that RTD should focus on a moreeffective bus rapid transit system rather than an expensive rail system.

8. U.S. 36 funding: Transportation funding was also a central issue this year for possible future improvements to U.S. 36 — the main auto thoroughfare through the Boulder Valley.

The Colorado Department of Transportation, or CDOT, and the U.S. 36 Coalition rode on the U.S. Department of Transportation funding roller coaster, with two chances to receive funding missed.

A year ago, CDOT applied for an Urban Partnership Agreement grant to help remedy traffic congestion along a stretch of U.S. 36 between I-25 and the Foothills Parkway in Boulder. The grant would have brought up to \$188 million in new federal funding to the corridor.

U.S. 36 lost out to five other metropolitan areas, but when the \$354 million originally granted to New York City became available in April, CDOT and the coalition applied again.

Then, for a second time, U.S. 36 lost out.

The Department of Transportation awarded Los Angeles a \$213 million grant to alleviate traffic congestion, and the U.S. 36 Coalition planned to apply for the remaining \$140 million for redevelopment in May, but it was unclear whether the remaining money would be > See **Stories, 22A**



The 1155 Canyon building in downtown Boulder is a Leadership in Energy and Environmental Design, or LEED, silver-certified building, a green building practice. The LEED rating system sets standards to measure the sustainability of buildings.

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STORIES from 21A

awarded.

To date, CDOT and the coalition have yet to receive any money through the Urban Partnership Agreement.

9. McWhinney purchases Anthem land: Perhaps the quietest, but indeed significant story in 2008, was a Lovelandbased developer purchasing 935 acres of land in northeast Broomfield for \$32.5 million.

McWhinney's purchase of the commercial property of the Pulte Homes' Anthem development was the secondmost-expensive real estate land sale of the year, behind ConocoPhillips buying its campus in Louisville.

McWhinney said it has a 20- to 40year buildout plan for the property, including an applied research center with office buildings as part of phase one. It could break ground as early as 2009.

10. Boulder SmartGridCity: Boulder found out that it will step into the future of the nation's electric grid, when Xcel Energy chose the city as its SmartGrid test city. The plan involves Xcel installing new meters in residential homes and businesses that show users how much energy they are using by type, time and appliance. The meters can also help avert outages.

SmartGrid will also accommodate plug-in hybrid vehicles, and allow alternative energy sources at the home to feed back into the overall electric grid.



The city of Boulder spent \$9.5 million to purchase an 11-acre property at 30th and Pearl streets with plans to make it the center of a larger transit village next to the proposed FasTracks commuter rails station. Even if FasTracks doesn't reach Boulder, due to budget cuts, the redevelopment can work with planned bus transportation, according to city officials. The historic Boulder train depot would be part of the redevelopment.



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Breakthrough Management Group International, a Longmont-based management consultant, has been selected for the 2008 Best of Longmont Award in the Management Services category by the U.S. Local Business Association. Each year, the USLBA identifies companies that they believe have achieved exceptional marketing success in their local community and business category.

Physics professor emeritus Albert Bartlett of the **University of Colorado at Boulder** is the winner of a 2008 Global Media Award for Excellence in Population Reporting from The Population Institute in Washington, D.C. Bartlett received the Best Magazine Award for his article "Why Have Scientists Succumbed to Political Correctness," published in the Teachers Clearinghouse for Science Society Education Newsletter last spring.

Professor Vijay Gupta of CU received the 2008 Robert E. Horton Medal of the American Geophysical Union for "redefining the frontiers of scientific hydrology," according to the medal citation. Gupta is a professor of civil engineering and a fellow of the university's Cooperative Institute for Research in Environmental Sciences.

Lisa Pedersen, chief executive of Boulder's **Humane Society of Boulder Valley**, received the 2008 Shared Leadership Award from Community Shares of Colorado for her sustained and meaningful relationship with Community Shares. She has served in various leadership positions with the organization during the past 10 years.

Level 3 Communications Inc., a Broomfieldbased telecommunications company, has been recognized as part of Computerworld's Premier 100 IT Leaders for 2009 Awards Program. The Premier 100 recognizes information technology companies who show exemplary technology leadership in resolving pressing business problems.

Health Grades Inc., an independent health-care rating organization, awarded an Outstanding Patient Experience Award to **Longmont United Hospital**. The organization collects patient responses from 27 survey questions pertaining

 ternat consest of
 to physician and nurse communication, speed of responsiveness, hospital cleanliness and noise levels, medication information and post-discharge

care instructions.

Mentor Graphics Corp., a New Jersey-based engineering software company with offices in Longmont, has been honored with the IEEE Standards Association 2008 Corporate Award in recognition of the company's "visionary leadership in bringing greater efficiency to the standards development process in the Design Automation Standards Committee through the adoption and support of the entity based development model," according to the association.

Two Men and a Truck, a Michigan-based moving company with a franchise in Boulder, earned top honors in a recent J.D. Power and Associates study measuring customer satisfaction among full-service moving companies.

MWH, a Broomfield-based provider of environmental engineering, construction and strategic consulting services, has won The Design-Build Institute of America's 2008 Design-Build Award and the Distinguished Design-Build Award for its Steubenville Water Treatment Plant in Steubenville, Ohio. This award is presented to the top design-build project in the tri-state area of Ohio, Kentucky and West Virginia.

Customer Paradigm Inc., a Boulder-based marketing agency, was named Supplier of the Year by the Rocky Mountain Direct Marketing Association.

Wanda Pearson, senior director of program management at **Seagate Technology LLC's** Longmont location, was honored with the Betsy Bernard Emerging Leader Award from the Women's Vision Foundation. Pearson received the award for founding the Women's Network at Seagate.

Luna Rubin, president and founder of **eQuilter**, an online quilting supply store, received the Kile Award of Achievement from Quilts Inc. at the fall International Quilt Market in Las Vegas. The award is presented annually to someone whose work has significantly impacted the industry.

NEW BUSINESS

The **Painted Primrose Flower Studio** has opened at 2805 Wilderness Place, Suite 700 in Boulder. Sarah Cioni, the owner, reopened the store Nov. 23 after taking a break from the business, which was once a chic store in Niwot. It now specializes in weddings, home decorating, funerals and corporate work.

BUSINESS CLOSINGS

The Boulder location of **Advantage Rent a Car** at 1669 Euclid Ave. will soon close as a result of the company filing a voluntary petition for reorganization under Chapter 11 of the U.S. Bankruptcy code. The company will still keep some of its locations open.

BUSINESS MOVES

The Highland Group, a market research and planning firm for senior housing owners, operators, lenders and developers, relocated to the Boulder Steel Yards at 3020 Carbon Place, Suite 202. The new facility has a high-tech focus center to host focus groups.

The **Core Pilates Studio** has moved from its location in Niwot to a 1,000-square-foot space at 3012 Folsom St. in Boulder.

BUSINESS BRIEFS

McKesson Health Solutions, a Broomfield-based business unit of McKesson Corp., has been reaccredited by the National Committee for Quality Assurance for its disease management programs. The accreditation is effective through Oct. 30, 2011.

Vodka 14, an organic product of Boulder-based **Altitude Spirits**, was featured on GenGreenLife.com in the Winter 2008 State of the Green Union report. GenGreen LLC is a resource for environmentally minded people and featured the vodka as an eco-conscious gift.

The **Arthritis Foundation** is now offering the Arthritis Foundation Aquatic Program at the Mapleton Therapy Center and the Flatiron Athletic Club in Boulder.

Ball Aerospace & Technologies Corp. in Boulder delivered 500 Tactical Fast Steering Mirrors to Northrop Grumman Corporation for the Guardian Miniature Pointer Tracker Program, with an additional 300 units currently in production. Fast steering mirror technology is used to compensate for jitter in adaptive optics systems.

Ball Aerospace has also completed a series of environmental and operational tests for hardware and software that will be used in NASA's Kepler mission.

The **Big O Tires** at 3000 Valmont Road in Boulder reopened for business on Dec. 15 under new ownership, after being closed by the Colorado Department of Revenue on Sept. 9 for failing to pay sales taxes. The store is now under the ownership of Palm Beach Gardens, Fla.based TBC Corp., which owns both Big O Tires and Tire Kingdom in the U.S.

Brightkite, a Boulder-based social networking company, recently launched its location-based social network to the public. The company was in an invite-only private beta status since earlier this year to help develop its application. It's still in beta, but now anyone can have access.

Frontline Aerospace Inc. in Broomfield has successfully completed wind and water tunnel testing for its unmanned aircraft called the V-STAR. Within the next six months the company plans to produce a one-quarter scale version of the aircraft and test it.

Gold Systems announced that through the Microsoft Partner Program it has achieved the Voice specialization within the Unified Communications competency - one of the key skill sets in Microsoft's unified communications offerings.

Level 3 Communications Inc. expanded its Vyvx services platform to Europe. As part of the expansion, Level 3 added satellite downlink capabilities in Berlin, new pointof-presence facilities in London, new equipment at the London campus and more.

OpenLogic Inc., a Broomfield-based enterprise open source software company, is launching a new series of open source training services that will help enterprises accelerate migration projects and new development using lower-cost open source technologies. The full training course catalog can be found at www.openlogic.com/products/open-source-training.php.

Seagate Technology LLC, a California-based data storage company with operations in Longmont, is instituting a companywide holiday shutdown between Dec. 22 and New Year's Day to help save money and ensure employees use any remaining vacation time. Employees can use vacation time, borrow vacation time or take unpaid leave.

The **S.M. Stoller Corp.**, a Broomfield-based engineering and technical consulting company, and its contract partners have completed more than 1 million hours of safe work supporting the U.S. Department of Energy without a



recordable workplace iniurv

Colorado Endoscopy Centers LLC was accredited by the Accreditation Association for Ambulatory Health Care, which recognizes the company as providing a safe work environment and the highest quality of care to patients.

Boulder-based **Slipstream Sports LLC** and its chief venture, the Garmin-Slipstream Professional Cycling Team, will participate in a new program run by the Anti-Doping Sciences Institute to further its anti-doping mission.

GRANTS

BUSINESS DIGEST

The Western Interstate Commission for Higher Education in Boulder and its e-learning arm, WCET, were awarded a \$629,000 grant by Lumina Foundation for Education to promote information about how online colleges and universities succeed in helping students meet specific professional goals and prepare for their careers.

Bolder BioTechnology Inc. in Boulder received a \$1.9 million National Institute of Allergy and Infectious Diseases grant to further develop a drug used to treat growth hormone deficiency. The Boulder-based biotechnology company will receive the entire grant if is achieves "certain research milestones," according to a press release.

CONTRACTS

Sunflower Farmers Markets and Art Mart in Boulder both added gifts from Boulder's Best Organics Inc. for the 2008 holiday season. The gifts, available for retail purchase, are made exclusively of organic products from Boulder businesses.

Amgen Inc. closed a deal with Biovitrum AB to sell the global rights to three of its drugs for a total of \$117 million. Thousand Oaks, Calif.-based Amgen, which has local offices in Boulder and Longmont, sold global rights to its Kineret, Kepivance and Stemgen drugs to Sweden-based Biovitrum and will receive other royalties upon pre-determined milestones.

Untangle, which specializes in open source network gateways, has integrated Broomfield-based **eSoft Inc.'s** SiteFilter technology as a premium commercial add-on to the Untangle Gateway.

SHIFT, a Longmont-based integrated branding, marketing and public relations firm, was chosen by Centennial-based Emergenetics to focus on brand development and positioning, Web enhancements, sales/affiliate collateral and

strategic planning and marketing.

SHiFT was also named the agency of record by Longmont-based **Webscan**, a manufacturer of bar-code readers and verifiers.

SimAuthor Inc., a Boulder software company, signed a four-year, \$5 million contract to continue supporting military flight operations via its flight data analysis and visualization software. The company will continue using its FlightAnalyst and FlightViz software to reduce flight risks during military training flights.

I-Behavior Inc., a Louisville-based market research firm, partnered with CMS Direct Inc. to integrate the Prefer Network cooperative database into its operations and expand its suite of products.

Comer & Associates LLC, a Boulder management consultant, has been retained by Boulder travel agent **Global Works Inc.** to develop a market plan and conduct a sales training workshop.

Level 3 Communications Inc., a Broomfield-based international telecommunications company, expanded its relationship with Iformata LLC, a telepresence and video conferencing solutions provider. Level 3 will deliver Iformata's high-bandwidth traffic via Internet protocol virtual private network, or IP VPN, across its fully integrated multiprotocol label switching, or MPLS, platform.

Living Cell Technologies Ltd., a Sydney, Australia-based company with operations in Boulder, began a research agreement with Centocor Research & Development Inc. Through this agreement, Centocor will have access to Living Cell's proprietary encapsulation technology.

Optica Technologies, a Louisville-based maker of computer connectivity and security products, and Brocade Communications Systems Inc., a Boulder-based data center networking solutions company, have executed a sales referral agreement. This agreement formalizes an existing marketing alliance between the companies under which they are collaborating with IBM to promote the industry's first infrastructure-centric investment protection methodology, Managed Evolution.

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 email to news@bcbr.com with Business Digest in the subject line. Photos submitted will not be returned.

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CALENDAR

JANUARY

2 School-Year Camp Days, from 8:30 a.m. to 5 p.m. through Jan. 6, Living School, 1852 Arapahoe Ave. in Boulder. An activity-filled day for BVSD children when school is not in session. Cost: \$65 per day. Registration Deadline: Tuesday, Dec. 30. Contact: Betsy Strohmaier at 720-249-2997 or info@mountaindaycamp.com.

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Boulder Digital Arts presents **Dreamweaver Hands**on Class, from 9 a.m. to 5 p.m., 2510 47th St., Suite 202, in Boulder. Learn about formatting text, using links and images, incorporating Flash and much more. Cost: \$225 members, \$250 guests. Contact: Kira Woodmansee at 720-331-5940 or events@boulderdigitalarts.com.

5 The DaVinci Institute presents **Night With A Futurist - The Future Of Solar Technology**, from 6:30 to 9 p.m., CB & Potts, 1257 W. 120th Ave. in Westminster. This talk will take a close look at recent advancements in photovoltaics, along with the relative strengths and limitations of crystalline and thin-film technologies. Cost: Members free, \$25 guests. Contact: Deb Frey at 303-666-4133 or deb@davinciinstitute.com.

6 Boulder Digital Arts presents Photoshop for Photographers Intermediate Hands-On Class, from 10 a.m. to 6 p.m., 2510 47th St., Suite 202, in Boulder. Learn advanced retouching strategies, using adjustment layers, masks, and targeted corrections. For students with basic knowledge of Photoshop. Cost: \$255 members, \$285 guests. Contact: Kira Woodmansee at 720-331-5940 or events@boulderdigitalarts.com.

Boulder Digital Arts presents Getting Started With Outdoor Filmmaking, from 6 to 9 p.m., 2510 47th St., Suite 202, in Boulder. Covers essential equipment, how to capture good video and audio in poor conditions, how to tell a good story with a beginning, middle and end, basic editing ideas to get you on the right track, tips on working in extreme environments, and more. Cost: \$50 members, \$70 guests. Contact: Kira Woodmansee at 720-331-5940 or events@boulderdigitalarts.com.

9 Various sponsors present **Chicks Who Click**, from 8 a.m. to 5 p.m. through Jan. 10, Highland City Club, 885 Arapahoe Ave. in Boulder. Showcases women entrepreneurs, brand ambassadors and new media experts who will demonstrate how to use viral marketing and Web 2.0 to help your business. Cost: \$175 to \$225. Contact: Denise Smith at 303-786-7000 or dsmith@metzger.com.

10 Boulder Digital Arts presents **Beginning Photoshop Hands-On Class**, from 9 a.m. to 5 p.m., 2510 47th St., Suite 202, in Boulder. Cost: \$225 members, \$260 guests. Contact: Kira Woodmansee at 720-331-5940 or events@boulderdigitalarts.com.

12 Boulder Digital Arts presents **Getting Started with Adobe Illustrator**, from 6 to 9 p.m., 2510 47th St., Suite 202, in Boulder. Cost: \$50 members, \$70 guests. Contact: Kira Woodmansee at 720-331-5940 or events@ boulderdigitalarts.com.

13 Boulder Digital Arts presents Introduction to Search Engine Optimization, from 6 to 9 p.m., 2510 47th St., Suite 202, in Boulder. The class will cover the basics of SEO, including major search engine algorithms, keyword research, link building, and much more. Cost: \$50 members, \$70 guests. Contact: Kira Woodmansee at 720-331-5940 or events@boulderdigitalarts.com.

Colorado Department of Revenue presents **Sales/Use Tax Class for Beginners**, from 1 to 4 p.m., Martin Luther King Library, 9898 E. Colfax Ave. in Aurora. Includes new and relevant information on a variety of sales and use tax topics and offers a general review of forms related to sales and use tax collection and remittance. Cost: Free. Contact: www.TaxSeminars.state.co.us.

The DaVinci Institute presents **Twitter Boot Camp**, from 6 to 8:30 p.m., 511 South Boulder Road, in Louisville. Figure out how to use this social networking program as a business tool. Cost: \$49 members, \$69 guests. Contact: Deb Frey at 303-666-4133 or deb@davinciinstitute.com.

14 Boulder Digital Arts presents **Getting Started** with GarageBand, from 6 to 9 p.m., 2510 47th St., Suite 202, in Boulder. This workshop will show you how to polish your movie's score to perfection with Apple's GarageBand software. Cost: \$50 members, \$70 guests. Contact: Kira Woodmansee at 720-331-5940 or events@ boulderdigitalarts.com.

15 Boulder Digital Arts presents **Getting Started** with InDesign, Part Two, from 6 to 9 p.m., 2510 47th St., Suite 202, in Boulder. Explore more of InDesign's powerful features, including working with nested and anchored objects, transparency, text utilities, layers, drop shadows and more. Cost: \$50 members, \$70 guests. Contact: Kira Woodmansee at 720-331-5940 or events@ boulderdigitalarts.com.

WEEKLY

Boulder Lunch Group, a no-agendas networking group for young professionals, meets weekly for lunches, happy hours and other events. Contact Dan Khadem at dan@ lunchgroup.net or visit www.lunchgroup.net.

Monday

Foothills Kiwanis Club, a group of professional businessmen dedicated to community service, meets from 7 to 8 a.m. in the community room at La Hacienda Restaurant, 1606 Conestoga Court, just northwest of 55th Street and Arapahoe Avenue in Boulder. Call 303-499-6869.

The **Boulder Chamber of Commerce Leads Group** meets from 9 to 10 a.m. and 11 a.m. to noon at the Chamber Center, 2440 Pearl St., Boulder. Call 303-442-1044.

The Boulder Valley Business Leads Group meets the first and third Monday's of each month, 11:30 a.m. to 1 p.m. at 2595 Canyon Blvd. in Boulder. Call Betsy Miller at 303-449-8447.

One Business Connection Leads Group meets every other week from 11:45 a.m. to 1 p.m. at Treppeda's in Niwot. Contact Donna Walker at 303-931-1144 or Greg Petri at 303-665-6447 for details. Cost: \$5.

Boulder Chamber Leads Group meets every week from noon to 1 p.m. at the Chamber Building, 2440 Pearl St. in Boulder. Call Charlie Fitzsimmons at 303-875-7148 or visit www.boulderbgn.com.

Longmont Job Seekers meets every week from 4:30 to 6:30 p.m. at Central Presbyterian Church at 402 Kimbark St., Longmont.

Embracing the Midlife Passage, meets 6:30 to 8:30 p.m. This support group is for women over 40 who want to explore, share and celebrate the issues of this significant transitional time. Cost: \$30 per week. Limit eight women. Contact Lynne Foote, M.A., L.P.C., at 303-447-2987.

The **Les-Bi-Gay Support Group** meets 7 to 9 p.m., at Boulder County AIDS Project House, 2118 14th St., Boulder. The group is a coming out/being out support group for those 18 and older who are lesbian, bisexual, gay or unsure. Call 303-444-6121 for more information.

Toastmasters International Club 9395: Speaking of Success meets at 7 p.m. at St. Louis School library south entrance), 925 Grant Ave., Louisville. Meetings are free. Call 303-666-8079 or 303-666-5419.

Toastmasters: CU Speaks, a public speaking, presentation and leadership organization, meets at 7 p.m. in Room 210 at the University of Colorado's Leeds School of Business. The meeting is open to nonstudents. Call 303-499-5714.

The **Toastmasters Club -- Speakeasy II** meets 7 to 8:30 p.m. in Boulder. Call Richard Ordway at 303-545-2424.

The Boulder Shambhala Meditation Center meets every week at 7 p.m. for Introduction to the Buddhist Path, a free class open to the public, at 1345 Spruce St., Boulder. Call 303-444-0190.

The People's Café meets weekly from 7 to 9 p.m. at Folsom Street Coffee (southwest corner of Folsom Street and Canyon Boulevard) in Boulder. Come to talk about current issues, current events, what's going on in the community, and what we can do to "be the change!"

LeTip International Louisville/Flatirons chapter meets between 7 and 8:30 a.m at Le Peep restaurant, 520 Zang St in Broomfield, near Wal-Mart at Flatirons. Business professionals meet to share qualified business leads and tips; only one member per business category. Contact Jennifer Ferguson at 303-525-3218 or cookingwithjennifer@gmail.clom.

Tuesday

Boulder Leads Club Women's Division meets at 7:30 a.m. at Trios, 1155 Canyon Blvd., Boulder. Call Paula Moselev at 303-494-8635.

BoulderBNI.com Networking & Leads Group meets from 7:30 to 9 a.m. at Egg & I, 2574 Baseline Road, Boulder. BoulderBNI.com seeks business professionals from different backgrounds for weekly breakfasts and group. Contact info@BoulderBNI.com. Cost: \$10 for breakfast; annual dues to join group.

Business Owners Debtors Anonymous meets at 8:30 a.m. at the Boulder One, 5375 Western Ave. at the corner of 55th and Western in Boulder.

Boulder Valley Rotary Club meets at noon each week at A Spice of Life Event Center, 5706 Arapahoe Ave., Boulder. Cost is \$15 including lunch and program; guests are welcome. For more information contact Dean Stull at 303-589-9472 or dstull@pcisys.net.

Boulder County Business Leads Group meets each week from noon to 1 p.m. A dynamic group that you can use to build your business through referrals and support. Call 303-402-2642.

The **North Metro Leads Group** of the Colorado Women's Chamber of Commerce meets 4:30 to 5:30 p.m. at LVL Associates LLC, 8753 Yates Drive, Suite 200, Westminster. Call Carol Lewis at 303-426-6999.

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

Boulder City Singles Toastmasters, a group of young professionals working to improve their public speaking,

presentation and leadership skills, meets at 7 p.m. at the Boulder Area Board of Realtors building, 4885 Riverbend Road, Boulder. Call Marcus Frakes at 303-673-9858.

Artists Recovering Through the Twelve Steps A.R.T.S.-Anonymous meets 7:30 to 9 p.m. at St. Paul's Methodist Church, 4215 Grinnell Ave., Boulder use Grinnell side entrance). No dues or fees. Call Lucy T. at 303-443-9385.

The **Boulder Jaycees** meet at 7:30 p.m. the first and third Tuesday of each month at the Depot, 30th and Pearl streets, Boulder. For more information, call 303-443-1030, e-mail to boulderjaycees@hotmail.com, or visit www.bcn. boulder.co.us/community/jaycee/.

Nimbus Educational Outreach offers Empowerment with Integrity, half-day sessions Tuesdays, Thursdays and Saturdays that include counseling, crisis intervention and personal/professional empowerment. Sessions are conducted by Bonnie Simrell, director of Nimbus, at Windsong in Nederland. Cost is \$50. Call 303-443-5036.

Longmont Rotary meets from noon to 1:30 p.m. at the First Lutheran Church at 803 3rd Ave in Longmont. Contact Jeff Korringa at 303-772-2881 or jkorringa@ longmontrotary.org.

The Longmont Area Chamber of Commerce offers its **Leads Group** on the second and fourth Tuesday of every month from noon to 1 p.m. at Old Chicago at 1805 Industrial Circle in Longmont. Join a group that will extend your referral network and ultimately your bottom line. Be a guest of the group anytime. Cost: Free. Contact: Kevin Teel, 303-709-3328.

Dan Hawk, financial advisor from **Edward Jones** in Niwot, invites people to stop by for a cup of coffee and conversation about current events, the economy, and investing from 8 to 9 a.m. The office is located at 7960 Niwot Road, Suite B2 in Cottonwood Square. Contact: 303-652-4161.

Wednesday

LeTip of Boulder, a professional organization with the purpose of exchanging business tips and leads, meets at 7 a.m. at The Buff Restaurant, 1725 28th St., Boulder. Call Jonathan Lieberman at 303-789-7898.

Colorado Business Leads of Boulder, a networking group that focuses on building relationships, meets from 7 to 8:30 a.m. Call Mark Hiatt for location and details at 303-791-3237. Cost is \$0-\$20.

The **Corporate 2 Leads Group** meets every week from 8:15 to 9:30 a.m. at Le Peep restaurant at 520 Zang St. in Broomfield. Contact Greg Petri at 303-665-6447 or greg@ onebusiness.com.

Boulder Women's Connection meets 11:30 a.m. to 12:45 p.m. Call Betty Ann Castleberry at 303-444-6690 for location.

One Business Connection Louisville Leads Group meets every other week at 11:45 a.m. at Spice China restaurant in Louisville. Contact Greg Petri at 303-665-6447 for details. Cost: \$5.

One Business Connection Loveland Leads Group meets every other week from 11:45 a.m. to 1 p.m. at Johnny Carino's Restaurant in Loveland. Contact Greg Petri at 303-665-6447 for details. Cost: \$5.

The Lafayette Coed Chapter of Leads Club meets from 11:30 a.m. to 12:45 p.m. every week at Carrabba's at 575 McCaslin Blvd. in Louisville. Call Lori Clague, chapter director, at 303-774-8878.

The **Business Women's Network** meets every week from 1:15 to 2:30 p.m. in Boulder. The group is for businesswomen and provides leads and referrals for our members to achieve our business goals and increase our clientele. Find out more by visiting www.bwnboulder.com or by calling Kathy Wolsskill at 303-258-7371.

One Business Connection Leads Group meets every other week at 4 to 5 p.m. at the Boulder Outlook Hotel in Boulder. For more information contact, Greg Petri 303-665-6447. Cost: \$5.

The **Children's Wellness Network** meets 8:30-9:30 a.m. every third Wednesday in Lafayette at The New Church, 1370 Forest Park Circle and every fourth Wednesday in Boulder at the Calvary Church, 3245 Kalmia Ave. Visit www.ourchildrenswellness.net or call 303-440-8887.

The Superior Chamber of Commerce offers a **Leads Group** at noon. If you are interested in finding out more about this group or would like to attend up to two meetings with no commitment please contact the Superior Chamber at 303-554-0789 or info@superiorchamber.com.

Thursday

Early Risers Toastmasters meet 6:45 to 7:45 a.m. at The Atrium, Iris and 30th, Boulder. Visitors are welcome. Call Patrick Wilson at 303-516-4042 or e-mail Patrick@ blackhorsecoaching.com.

The Boulder Chamber of Commerce Leads Group

meets from 11:30 a.m to 12:30 p.m. at the Chamber Center, 2440 Pearl St., Boulder. Call Bella Weber at 303-443-6050 or bella.weber@etradewind.com.

East Boulder County Leads Club meets 7:15 to 8:45 a.m. at the Plumtree Restaurant, 502 S. Public Road, Lafayette. Call Cindy Wallace at 303-460-7494.

Boulder Valley Women's Leads Club meets at 7:25 a.m. at The Buff Restaurant, 1725 28th St., Boulder. Call Sigrid Farwell at 303-543-9828.

Boulder Business by Referral LLC meets every week from 7:30 to 8:30 a.m. to exchange business leads and network with other Boulder-area professionals. Call Jack Bergstrom at 303-907-1170 for location. Cost: free for guests; \$25 per month for members. The first Thursday meeting of each month is open to members only.

Boulder AM Leads Group meets every other week at 8:15 a.m. at the Broker Inn, 555 30th St. in Boulder. For more information contact Greg Petri 303-665-6447.

Kiwanis Club of Boulder meets at 11:45 a.m. in the community room at La Hacienda Restaurant, 1606 Conestoga Court, just northwest of 55th and Arapahoe in Boulder. Call 303-499-6869.

One Business Connection, Boulder Leads Group meets every other week from 11:45 a.m. to 1 p.m. at Sherpa's restaurant at 825 Walnut in Boulder. Contact Greg Petri at 303-665-6447. Cost: \$5.

Broomfield Leads Group meets every week from 11:45 a.m. to 1 p.m. at the Canyon Café in the FlatIron Crossing mall. Contact Greg Petri at 303-665-6447 or greg@ onebusiness.com.

Toastmasters: Loquacious Lunch Bunch meets at noon on the second, fourth and fifth Thursdays at the YWCA at 14th Street and Mapleton Avenue in Boulder. Become a better, more persuasive communicator. Contact Wally Clark, 303-330-0328.

The **Boulder Business Network**, a group of business owners and professionals who are interested in empowered networking and leads generation in a fun casual atmosphere, meets every week from 4 to 5:15 p.m. at BD's Mongolian BBQ in Boulder. Visit www.boulderbusinessnetwork.com.

Thirstdays, a weekly social/business networking group, meets every week from 5:30 to 7:30 p.m. Location varies, visit www.thirstdays.com for more information.

World Marketing Alliance meets at 7 p.m. to provide job search and employment information on management and marketing opportunities in the financial industry. There is an optional \$3 fee for information packet. Call 303-440-7991 for location.

Nimbus Educational Outreach offers Empowerment with Integrity, half-day sessions Tuesdays, Thursdays and Saturdays that include counseling, crisis intervention and personal/professional empowerment. Sessions are conducted by Bonnie Simrell, director of Nimbus, at Windsong in Nederland. Cost is \$50. Call 303-443-5036.

A-line, a women's leads group, meets from 11:30 a.m. to 1 p.m. in Boulder for networking, leads, and an educational segment. Visit www.alinenetwork.com or call lvete at 303-938-9221 ext. 201 for more information.

LeTip International Broomfield Group meets from 7 to 8:30 a.m. for breakfast at Le Peep, 520 Zang St. in Broomfield, near Wal-Mart at Flatirons. Business professionals meet to share qualified business leads and tips; only one member per business category. Contact Judy MacKenzie at 303-358-6118 or englishrealtor@comcast.net.

Dan Hawk, financial advisor from **Edward Jones** in Niwot, invites people to stop by for a cup of coffee and conversation about current events, the economy, and investing from 8 to 9 a.m. The office is located at 7960 Niwot Road, Suite B2 in Cottonwood Square. Contact: 303-652-4161.

Pride Business Network, a group of GLBT professional businesses, meets from **8:30 to 9:30 a.m. every other Thursday** at the Boulder Outlook Hotel & Suites, 800 28th St. in Boulder. Join our leads exchange organization and network with other GLBT businesses. Contact Susan Hofer, 303-442-2440.

Friday

One Business Connection Boulder Leads Group meets every other week at 11:45 am at Sherpa's Restaurant, 825 Walnut St., Boulder. Contact Greg Petri at 303-665-6447 or greg@onebusiness.com.

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

ON THE JOB

ADVERTISING, COMMUNICATIONS

Bill Roden has been hired as creative director for Boulderbased Sterling-Rice Group, a brand strategy and marketing communications firm. Roden, who was previously associate creative director with Crispin Porter + Bogusky, will be responsible for helping the company continue to transform its go-to-market strategies and expand its emerging technolo-

gies discipline and digital media capabilities.

BIOSCIENCE

John Collar has been named executive director of the Colorado BioScience Association in Denver, replacing Denise Brown, the association's founding executive director. Collar most recently served as chief operating officer of Westminster-based Matrilinex, a startup mitochondrial DNA testing lab company.

ENGINEERING

Janet Linden Cooper, who formerly held officer positions with McDATA Corp. and Qwest Communications, has been appointed to the board of directors for MWH, a Broomfield-based provider of environmental engineering, construction and strategic consulting services. Carol Moseley Braun, who has a long career in politics, also joined the board.

HEALTH CARE

Diane Dvorin has replaced Connie Holden as campaign director for the People's Clinic, a lowincome clinic in Boulder. Holden has assumed the role of director of oncology services at Boulder Community Hospital.



Dvorin

Roden

HIGH TECH

Curtis Breville has been hired as a senior analyst focused on tracking and interpreting market trends

for storage and storage management technologies for Enterprise Management Associates. The Boulder firm does IT management research and consulting.

Ed McCarthy has been appointed vice president of worldwide sales for Symplified Inc., a Boulder software company. He has more than 20 years information security and technology industry experience.

Peter Moran has been named senior vice president of sales for Syntryx Executive Solutions, a Boulder-based market intelligence company. Moran, an advertising veteran, will work from New York.

HOSPITALITY, RECREATION

Angela Blackstock has been named director of sales for the Millenium Harvest House, a hotel of Millenium Hotels and Resorts. She has close to two decades of experience in hospitality sales and management, and previously served as director of group sales for the hotel.

LAW

Brandon S. Cutler has been hired as a senior associate in estate and business planning for **Donelson Ciancio Goodwin &** Juarez PC in Broomfield.

Richard L. Reichstein has been



named partner in the Boulder office of Faegre & Benson LLP. He is a graduate of the University of Denver and is a member of the firm's real estate practice.

MANUFACTURING

Stephen Keating has been chosen for the newly created position of vice president of global tax for Crocs Inc., the Niwot-based footwear manufacturer. He will be responsible for developing and providing global tax policies and strategic tax solutions, and ensuring proper tax accounting for GAAP (Generally Accepted Accounting Principles) and statutory purposes.

Charlie Johnson has been appointed to the new position of global creative director for Crocs. He will bal creative efforts including pro design, marketing, and merchandising.

Chris Ladd has been appointed vice president of global e-commerce for Crocs, and will work on the company's global Internet business.

NONPROFIT

Lori Frasier, senior vice president of human resources and administration for Key Equipment Finance, and Craig Coon, FasTracks program director for Xcel Energy, have joined the executive committee for 36 Commuting Solutions, a transportation advocacy nonprofit.

REAL ESTATE

Susan Wilson has been hired as a broker for Erie Real Estate Co. She will be specializing in residential sales and commercial sales/leasing. Dan Woog has also been hired as a broker, and will be specializing in residential sales and property management.

OTHER

Linda Kent, a Broomfield resident, has become an independent sales consultant with Tastefully Simple Inc., a direct-sales company for gourmet products. She sells these products at home taste-testing parties.

Wilson

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

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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.



The Book of Lists is the resource for: Prospecting, Employment, Corporate Philanthropy, Market Research, and much more!



NATURAL & ORGANIC PRODUCTS BIZ

Bobo's Oat Bars popular across U.S.

Stafford started company after daughter gave idea to make healthy treat

BY BARBARA HEY

Business Report Correspondent

BOULDER — In 2003, Beryl Stafford was an unenthusiastic caterer looking for a more lucrative way to support herself and her then 14-year-old daughter, nicknamed Bobo.

One Sunday afternoon, Bobo pulled out a cookbook and whipped up oatmeal treats to take to school.

Her friends loved them, and their response got Stafford thinking. With a recipe makeover, she could create a better oat bar — one just as delicious — but with ingredients a cardiologist would love.

Now five years later, Bobo's Oat Bars are sold in stores coast-to-coast, with sales of \$500,000 annually. In 2008 so far, the company's 5,000-square-foot kitchen/packag-ing/shipping facility in Boulder has shipped 400,000-plus oat bars in nine flavors to customers across the nation.

"If I can do it, anybody can," Stafford said.

Until Bobo's came to be, she had "zero experience." After graduating from the University of Colorado at Boulder with a degree in history, she worked as a paralegal but retired from the working world when she got married. "Í spent the 10 years of my marriage playing tennis."

The demands of single motherhood and dislike of catering stoked her ambition. "When I got divorced I had to make some money, and I didn't want to go work at a bank," she said.

When Stafford came up with the oat-bar idea, she went to her kitchen and got cooking. Her experimentation soon yielded a tasty and healthy treat. The oat bars are vegan and wheat-free and have substitutes for the original less-than-wholesome ingredients.

She enlisted an artist friend to design a label and developed four variations of the bar, including the original flavor, coconut, cranberry and chocolate. Her first move was to offer her product to a select number of local shops. The managers at the Brewing Market, Boulder Co-op, Lucky's and Lolita's agreed to stock the bars, and customers bought them.

Bobo's was in business.

Stafford got going with a small-business loan and then expanded slowly, keeping the financial risk minimal. "As sales grew, I borrowed more and paid off more," she said.

About six months later, Stafford approached the bakery buyer at the local Whole Foods, and the response was unexpected. "The buyer said to me, 'I have been buying your bars at the Co-op. I wondered when you'd bring them here."

With that welcome, she made the leap to the big time. Before getting into Whole Foods, Stafford had to tweak her packaging to make it freezer safe, and include FDAmandated nutritional information and proper UPC codes on the label.

She learned the specifics of running her own business as needed.

"You figure it out as you go," she said. "I got advice, attended conferences. I asked questions. In Boulder, the natural-food manufacturers are a tight little circle. Everybody helps each other."



JONATHAN CASTNER

Beryl Stafford, founder of Boulder-based Bobo's Oat Bars, sits in the company's factory, where it produces thousands of healthy, vegan oat bars. In 2008, the company's 5,000-square foot kitchen/packaging/shipping facility in Boulder has shipped 400,000-plus oat bars in nine flavors to customers across the nation.

One marketing tactic she employed early on was instore product demos to introduce consumers directly to the distinct flavor and consistency of the Bobo Oat Bar — moist and chewy with more of a bakery flavor than the standard foil-wrapped energy bar.

What immediately sets her bar apart, she said, is the clear package, which makes it seem like more of a homebaked treat than other oatmeal-containing competitors on the grocery shelf.

She also thinks the taste helps.

"I hired demo teams and did demos personally every single weekend. I was convinced if customers ate one bite of a Bobo bar, they would buy it because they are so yummy."

They are also healthy. One 3-ounce bar contains two servings of heart-healthy oatmeal. The bars are sweetened with sucanat (unrefined cane sugar) and brown rice syrup and are low on the glycemic index.

"We call our bars a bowl of oatmeal to go," Stafford said.

To spread the word, she also took her treat on the road, attending the natural-products show Expo West and coffee trade shows.

By 2005, Bobo's Oat Bars were stocked in regional Whole Foods and Vitamin Cottages and picked up for distribution in the Rocky Mountain area by UNFI, a natural-foods distributor. In 2007, UNFI East started distributing the bars to natural grocers throughout the eastern part of the United States, from Florida to Maine. In December 2008, UNFI West brought Bobo's to the Pacific coast.

The ever-increasing sales have meant that instead of procuring raw ingredients from a broker as Stafford did at the start, she shifted to buying directly from the manufacturers at a better price. Her staff has expanded to six, including four bakers, and baking goes on daily to keep up with demand.

Stafford now focuses on developing new bar flavors at a rate of about one a year, and she also handles direct sales to coffee shops and smoothie stores nationwide. Thanks to her efforts, Bobo's Oat Bars are now in Nordstrom coffee shops, Seattle-based Emerald City and Smoothie King, a chain of 900 stores based in Louisiana.

Jamie Stoller is the manager of the Brewing Market in the Basemar Shopping Center, and she said her customers are steady consumers of Bobo's Oat Bars. "Many of them can't eat wheat, and they are grateful for something that suits their diet."

As for the person who started it all, Alex (still known as Bobo to her mother) is 19 and attends college in San Francisco. Stafford sends her bars by the case to share with her roommates. Like her mother, Bobo's favorite is the peanut butter bar.

But among the customers for Bobo's Oat Bars, all flavors are a hit, which means business, even in budgetconstrained times, is brisk.

"In this down economy, people are still buying oat bars," Stafford said. "That's a good thing."

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: BICKY | FE MARKI FY. PO. BOX 2041 LONGMONT, CO 80502. CASE NO .: 2008-24858. DATE: 9/25/08. TYPE: 7.

PETITIONER: DANYELLE N. CARPENTER, 14252 ADAM COURT, BROOMFIELD, CO 80023. CASE NO .: 2008-24938, DATE: 9/26/08, TYPE: 7.

PETITIONER: BICH TIEN DINH, 1796 COTTONWOOD ST., BROOMFIELD, CO 80020, CASE NO.: 2008-24974. DATE: 9/27/08, TYPE: 7.

PETITIONER: MICHAEL F. LAMONTAGNE, 2287 DOG-WOOD DRIVE, ERIE, CO 80516. CASE NO.: 2008-24973. DATE: 9/27/08, TYPE: 7.

PETITIONER: ASHLY L. SCHAIBLE, 912 PINON COURT, LONGMONT, CO 80501. CASE NO.: 2008-25052. DATE: 9/29/08. TYPE: 7.

PETITIONER: BRIAN EDWIN BEDDOW. 2045 SUN-LIGHT DRIVE, LONGMONT, CO 80501. CASE NO .: 2008-25101. DATE: 9/29/08. TYPE: 7.

PETITIONER: JAMES VINCENT TRANCHIDA III, 6200 HABITAT DRIVE, APT, 1033, BOULDER, CO 80301, CASE NO.: 2008-25028, DATE: 9/29/08, TYPE: 7.

PETITIONER: LARRY ROBERT ROMERO SR., 630 LASHLEY ST., APT. C208, LONGMONT, CO 80501. CASE NO.: 2008-25105. DATE: 9/29/08. TYPE: 7.

PETITIONER: MICHAEL HARLAN NUNES SR., 2669 ELMER LINN DRIVE LONGMONT CO 80504 CASE NO 1 2008-25088. DATE: 9/29/08. TYPE: 13.

PETITIONER: MICHELLE MARIE JEWBY, PO, BOX 372 LAFAYETTE, CO 80026. CASE NO.: 2008-25064. DATE: 9/29/08. TYPE: 7.

PETITIONER: PETER WANN, P.O. BOX 183, BROOM-FIELD, CO 80038. CASE NO.: 2008-25046. DATE: 9/29/08. TYPE: 7.

PETITIONER: ROSA LILIA LIMAS, 1961 MEADOW DRIVE, LONGMONT, CO 80501. CASE NO.: 2008-25100. DATE: 9/29/08. TYPE: 7.

PETITIONER: RYAN M. HARTFORD. 3340 25TH ST. BOULDER, CO 80305. CASE NO .: 2008-25049. DATE: 9/29/08. TYPE: 7.

PETITIONER: SHANNON DEAN CLOKE, 3736 FINDLAY LANE, LONGMONT, CO 80503, CASE NO.: 2008-25029. DATE: 9/29/08, TYPE: 7.

PETITIONER: ADAM JASON TRENHOLM. 2909 MCIN-TOSH DRIVE, LONGMONT, CO 80503. CASE NO .: 2008-25284, DATE: 9/30/08, TYPE: 7.

PETITIONER: BROOKE MIKEL ANDREWS, 245 31ST ST., BOULDER, CO 80305. CASE NO.: 2008-25326. DATE: 9/30/08. TYPE: 7.

PETITIONER: CHRISTINE ELIZABETH CULLEN, 940 KIMBARK ST., LONGMONT, CO 80501. CASE NO .: 2008-25191. DATE: 9/30/08. TYPE: 7.

PETITIONER: DONALD GENE KINTZ, 10500 WELD COUNTY ROAD 15 1/2, LONGMONT, CO 80504. CASE NO.: 2008-25280. DATE: 9/30/08. TYPE: 7.

PETITIONER: ELIZABETH ANN JUELL, 435 DEWEY AVE., BOULDER, CO 80304. CASE NO.: 2008-25138. DATE: 9/30/08. TYPE: 7.

PETITIONER: GREGORY S. HOLLOWAY, 106 SANDLER DRIVE, LAFAYETTE, CO 80026. CASE NO.: 2008-25245. DATE: 9/30/08. TYPE: 7.

PETITIONER: HANK ANTHONY CATALAN, 6781 W. 99TH AVE BROOMFIELD CO 80021 CASE NO 2008-25357. DATE: 9/30/08. TYPE: 7.

PETITIONER: KIMBERLY JANE OBER. P.O. BOX 20995. BOULDER, CO 80308. CASE NO .: 2008-25281. DATE: 9/30/08. TYPE: 7.

PETITIONER: MICHAEL R. SPOMER, 2923 LAKE-SHORE DRIVE, LONGMONT, CO 80503. CASE NO .: 2008-25283. DATE: 9/30/08. TYPE: 7.

PETITIONER: ROBERT F. ANASTASI, 839 TRAIL RIDGE DRIVE, LOUISVILLE, CO 80027. CASE NO.: 2008-25242. DATE: 9/30/08. TYPE: 7.

PETITIONER: ROBERT BALLARD SURLES JR., 1619 COLUMBINE AVE., BOULDER, CO 80302. CASÉ NO .: 2008-25122. DATE: 9/30/08. TYPE: 11.

PETITIONER: ROBERT FRANCIS BARRY, 1406 CYPT-ESS CIRCLE, LAFAYETTE, CO 80026. CASE NO .: 2008-25182. DATE: 9/30/08. TYPE: 13.

PETITIONER: ROSE M. SMILEY, 125 S. 31ST ST., BOULDER, CO 80305. CASE NO .: 2008-25246. DATE: 9/30/08. TYPE: 7.

PETITIONER: RUSSELL JARROD COLE, 941 PRATT ST., LONGMONT, CO 80501. CASE NO.: 2008-25321. DATE: 9/30/08. TYPE: 7.

PETITIONER: SHIRLEY ELIZABETH THUMMEL, 2340 RIM DRIVE, BROOMFIELD, CO 80020. CASE NO .: 2008-25232. DATE: 9/30/08. TYPE: 13.

PETITIONER: STEVEN EUGENE YEAGER, 13721 PLASTER POINT, No. 102, BROOMFIELD, CO 80023. CASE NO.: 2008-25345. DATE: 9/30/08. TYPE: 7.

PETITIONER: THOMAS KENT KERLEE, 1546 HAR-LEQUIN DRIVE, LONGMONT, CO 80501. CASE NO .: 2008-25307. DATE: 9/30/08. TYPE: 13.

PETITIONER: VIVIENNE T. UEBBING, 1353 AVGARE WAY, ERIE, CO 80516. CASE NO.: 2008-25166. DATE: 9/30/08. TYPE: 7.

PETITIONER: WARREN LEE MCKAIG, 4325 SAN MARCO DRIVE, LONGMONT, CO 80503. CASE NO .: 2008-25309. DATE: 9/30/08. TYPE: 7.

PETITIONER: NOHEILANI AYAKO OSAKI, 2529 CON-CORD C. IRCLE, LAFAYETTE, CO 80026. CASE NO .: 2008-25392. DATE: 10/1/08. TYPE: 7.

PETITIONER: RICHARD CASS BAILEY, 3406 BLACK HILLS, LONGMONT, CO 80504. CASE NO.: 2008-25412. DATE: 10/1/08. TYPE: 13.

PETITIONER: ALMA MUNOZ, 1014 PONDEROSA CIRCLE, LONGMONT, CO 80501. CASE NO .: 2008-25421. DATE: 10/2/08. TYPE: 7.

PETITIONER: BYRON E. FULLER, 745 GLENARBOR CIRCLE, LONGMONT, CO 80501. CASE NO .: 2008-25437. DATE: 10/2/08. TYPE: 7.

PETITIONER: CORY DOUGLAS COOLEY, 10443 LOWER RIDGE ROAD, LONGMONT, CO 80504. CASE NO.: 2008-25476. DATE: 10/2/08. TYPE: 7.

PETITIONER: KARRI A. ROBERTSON, 703 SANDPOINT DRIVE, LONGMONT, CO 80501. CASE NO.: 2008-25439. DATE: 10/2/08. TYPE: 7.

PETITIONER: RUSSELL R. SIMS, 1537 MEEKER DRIVE, LONGMONT, CO 80501. CASE NO .: 2008-25433. DATE: 10/2/08. TYPE: 7.

PETITIONER: PATRICK J. BOYHAN, 1739 ATWOOD ST., LONGMONT, CO 80501. CASE NO .: 2008-25518. DATE: 10/3/08. TYPE: 7.

PETITIONER: SHELLEY LYNNE SMITH, 4725 SPINE ROAD, BOULDER, CO 80301. CASE NO.: 2008-25513. DATE: 10/3/08. TYPE: 7.

PETITIONER: STEVEN P. MILLER, 632 RIDGE VIEW DRIVE, LOUISVILLE, CO 80027. CASE NO .: 2008-25551. DATE: 10/3/08. TYPE: 7.

PETITIONER: JOHN ROBERT GATLIN, 3751 W. 136TH AVE., BROOMFIELD, CO 80023. CASE NO.: 2008-25557. DATE: 10/4/08. TYPE: 7.

FORECLOSURES

This section includes notices of election and demand filed by creditors alleging default on a debt. Foreclosures are not final until a Public Trustee's Deed has been issued. Included are the

borrower, property address, lender, amount and date filed.

BORROWER: JEREMIAH J. & KRISTEN S. CAREY, 3117 W. YARROW CIRCLE SUPERIOR, CO 80027-6001. LEGAL DESCRIPTION: ROCK CREEK RANCH FLG 18; LOT 29 BLK 1. LENDER: GMAC MORTGAGE LLC. AMOUNT DUE: \$273400. CASE NO.: 2005-2700829. DATE: 7/3/08.

BORROWER: FRANCES CHAVARRIA, 1401 MARTIN ST. LONGMONT, CO 80501-3542. LEGAL DESCRIPTION: RANGE VIEW AC SECOND FLG; LOT 4 BLK 1. LENDER: WELLS FARGO BANK. AMOUNT DUE: \$170010. CASE NO.: 2004-2647322. DATE: 7/3/08.

BORROWER: SALOWA S. SLAZER, 1438 S. BOWEN ST. LONGMONT, CO 80501-6703. LEGAL DESCRIPTION: MELODY VALLEY FIRST FLG; LOT 4 BLK 4. LEND-ER: WELLS FARGO BANK TRUSTEE. AMOUNT DUE: \$209246. CASE NO.: 2004-2641069. DATE: 7/3/08.

BORROWER: BRIAN D. JOHNSON, 1847 IRIS AVE. BOULDER, CO 80304-2234. LEGAL DESCRIPTION: 2075 Section 19 T1N-R70W. LENDER: WASHINGTON MUTUAL BANK. AMOUNT DUE: \$163327. CASE NO .: 2002-2352120. DATE: 7/3/08.

BORROWER: RONALD VINCENT WHITE, 1112 ELY-SIAN FIELD DRIVE UNIT B. LAFAYETTE, CO 80026-1452. LEGAL DESCRIPTION: COAL CREEK VILLAGE CONDOS; LOT B. BLK 6. LENDER: CITIMORTGAGE INC. AMOUNT DUE: \$118149. CASE NO.: 2006-2798223. DATE: 7/3/08.

BORROWER: KEVIN P. MOERSCH, 15747 STATE HWY 7 ALLENSPARK, CO 80510. LEGAL DESCRIPTION: 0004 Section 32 T3N-R72W. LENDER: CAPFINANCIAL PROPERTIES CV2 LL. AMOUNT DUE: \$749600. CASE NO.: 2002-2332397. DATE: 7/3/08.

BORROWER: ELISHA ISHA, 1265 S. PUBLIC ROAD LAFAYETTE, CO 80026-2705. LEGAL DESCRIPTION: COUNTRYSIDE VLG SHOPPING CNTR AMD 2; LOT 7. LENDER: CAPFINANCIAL PROPERTIES CV2 LL. AMOUNT DUE: \$802587. CASE NO.: 2001-2172257. DATE: 7/3/08.

BORROWER: BRIEN CARROLL, 1029 GRANT ST. LONGMONT, CO 80501-4263. LEGAL DESCRIPTION: DELLAC; LOT 1 BLK 4. LENDER: COUNTRYWIDE HOME LOANS INC. AMOUNT DUE: \$174558. CASE NO .: 2002-3241050. DATE: 7/7/08.

BORROWER: TIMOTHY C. & ANDREA J. PATTER-SON, 7075 CARTER TRL BOULDER, CO 80301-3841. LEGAL DESCRIPTION: GUN BARREL GREEN; LOT 38 BLK 16. LENDER: JPMORGAN CHASE BANK. AMOUNT DUE: \$126170. CASE NO.: 2004-2578753. DATE: 7/7/08.

BORROWER: KEVIN E. & KRISTIN M. MCMAHON, 3534 BLUESTEM AVE. LONGMONT, CO 80503-7576. LEGAL DESCRIPTION: CLOVER CREEK S. FLG 1; LOT 13 BLK 6. LENDER: WASHINGTON MUTUAL BANK. AMOUNT DUE: \$179525. CASE NO.: 2003-2384404. DATE: 7/7/08.

BORROWER: RICHARD D. & JANICE L. MOZDZIER, 604 GLENARBOR CIRCLE LONGMONT, CO 80501-2333. LEGAL DESCRIPTION: SPRING VALLEY PH 6 PARCEL E; LOT 21 BLK 4. LENDER: BANK NEW YORK. AMOUNT DUE: \$329569. CASE NO.: 2005-2720916. DATE: 7/7/08.

BORROWER: NORMA C. MATA, 1527 LINDEN ST. LONGMONT, CO 80501-2449. LEGAL DESCRIPTION: W. POINT ADD NO 4; LOT 10 BLK 4. LENDER: BENEFICIAL MORTGAGE CO COLORAD. AMOUNT DUE: \$289662. CASE NO.: 2002-2282078. DATE: 7/7/08.

BORROWER: DIANA PATRICIA GEISLER, 420 S. 43RD ST. BOULDER, CO 80305-6008. LEGAL DESCRIPTION: MARTIN AC SECOND ADD; LOT 8 BLK 9. LENDER: BANK NEW YORK. AMOUNT DUE: \$162247. CASE NO.: 2004-2560784. DATE: 7/8/08.

BORROWER: TIMOTHY M. & MICHELE R. WOLF, 639 BROOKSIDE DRIVE LONGMONT, CO 80501-4008. LEGAL DESCRIPTION: RIDER RIDGE FARM FLG 4; LOT 1 BLK 3. LENDER: WELLS FARGO BANK. AMOUNT DUE:

edly a response to economic uncertainty as the company tries to be more effi-

"The economy for everybody ... has challenged all of us as business leaders and businessmen to rethink how we do things," Ballard said.

The reorganization will help build the foundation of a more financially secure company while growing the individual brands.

While some employees, such as for-

\$179685, CASE NO.: 1999-1943232, DATE: 7/8/08,

BORROWER: ANDREW & MELINDA CHAVEZ, 1412 FRONT ST. LOUISVILLE, CO 80027-1422. LEGAL DESCRIPTION: CALEDONIA PL; LOT 11 BLK 8. LENDER: LONG BEACH MORTGAGE LOAN TRUST. AMOUNT DUE: \$191856. CASE NO.: 2006-2798496. DATE: 7/8/08

BORROWER: DAVID JR. & EULALIA TOLEDO, 234 CALEDONIA ST. LOUISVILLE, CO 80027-1667. LEGAL DESCRIPTION: PARKWOOD; LOT 120. LENDER: BANK NEW YORK. AMOUNT DUE: \$106971. CASE NO .: 2005-2689848. DATE: 7/9/08.

BORROWER: MICKEY ANDRUSKO, 2138 LINCOLN ST. LONGMONT, CO 80501-1315. LEGAL DESCRIP-TION: PARK N. SUB REPLAT A; LOT 24 BLK 5. LEND-ER: US BANK NATIONAL ASSOCIATION. AMOUNT DUE: \$153661. CASE NO.: 2003-2523390. DATE: 7/9/08.

BORROWER: STACY & GAILIA DECKERT, 451 SIM-MONS COURT ERIE, CO 80516-6895. LEGAL DESCRIP-TION: CANYON CREEK SUB FLG 2; LOT 4 BLK 5. LEND-ER: US BANK NATIONAL ASSOCIATION. AMOUNT DUE: \$299999. CASE NO .: 2004-2602803. DATE: 7/9/08.

BORROWER: ROBERT H. JR. & SHOSHANNA R. BURKE, 1703 WHITEHALL DRIVE UNIT 7A LONGMONT, CO 80501-9549. LEGAL DESCRIPTION: VILLAS AT UTE CREEK CONDOS; LOT 6 BLK 7. LENDER: US BANK. AMOUNT DUE: \$138776. CASE NO.: 2003-2384966. DATE: 7/9/08

BORROWER: JIT B. GURUNG, 3035 ONEAL PKWY, APT. V21 BOULDER, CO 80301-1489. LEGAL DESCRIPTION: STRATFORD PARK W. CONDO; LOT 21 BLK V. LENDER: CHASE HOME FINANCE LLC. AMOUNT DUE: \$42142. CASE NO.: 2004-2614020. DATE: 7/9/08.

BORROWER: MICHAEL J. & DEBORAH SCHNEIDER, 570 HILLTOP ST. LONGMONT, CO 80501-4608. LEGAL DESCRIPTION: SUNNYVALE SUB THIRD FLG; LOT 34 BLK 13. LENDER: CHASE HOME FINANCE LLC. AMOUNT DUE: \$187932. CASE NO.: 2003-2519510. DATE: 7/9/08.

BORROWER: NATHAN RADEMACHER, 507 SIERRA AVE. LONGMONT, CO 80501-8924. LEGAL DESCRIP-TION: QUAIL RIDGE SUB REPLAT C; LOT 5 BLK 9. LENDER: CSFB 2004AR7 G3. AMOUNT DUE: \$216750. CASE NO.: 2004-2588470. DATE: 7/10/08.

BORROWER: H. VERGENA HILLIS, 1628 NORTH-WESTERN ROAD LONGMONT, CO 80503-2227. LEGAL DESCRIPTION: LONGMONT EST FOURTH FLG; LOT 24 BLK 17. LENDER: AURORA LOAN SERVICES LLC. AMOUNT DUE: \$224000. CASE NO.: 2007-2848998. DATE: 7/11/08.

BORROWER: NANCY J. COTTON, 7685 MATAI COURT LONGMONT, CO 80503-8674. LEGAL DESCRIPTION: COTTONWOOD PK W. FLG 2; LOT 15 BLK 1. LENDER: WACHOVIA MORTGAGE. AMOUNT DUE: \$247320. CASE NO.: 2003-2477039. DATE: 7/11/08.

BORROWER: V. CURTIS & GLORIA D. POWELL, 2160 MEADOW COURT LONGMONT, CO 80501-1523. LEGAL DESCRIPTION: MADISON PARK TOWNHOUSES REPLAT A; LOT 27. LENDER: WACHOVIA MORTGAGE. AMOUNT DUE: \$110459. CASE NO.: 2005-2662299. DATE: 7/11/08.

BORROWER: MARK J. & LAURA J. BARNES, 1234 EMERY ST. No. C LONGMONT, CO 80501. LEGAL DESCRIPTION: PARKVIEW AT QUAIL RIDGE CONDOS PH 1; LOT 27. LENDER: COUNTRYWIDE HOME LOANS INC. AMOUNT DUE: \$124276. CASE NO.: 2001-2230000. DATE: 7/11/08.

BORROWER: DOUGLAS E. & SHARON A. FLACHMAN, 1617 FLEMMING DRIVE LONGMONT, CO 80501-1051. LEGAL DESCRIPTION: HORIZON W. SUB FLG 2; LOT 4 BLK 2. LENDER: WELLS FARGO BANK TRUSTEE. AMOUNT DUE: \$159756. CASE NO.: 2006-2825439. DATE: 7/11/08.

OUTDOOR from 1A

gear manufacturers including tents, sleeping bags, backpacks and more.

Each of the five brands, which are owned by Sun Capital Partners Inc., a private equity firm that owns Kellwood Co., operate under the same building, located at 6235 Lookout Rd. in Boulder, though they have their distinct space.

Now, customer service representatives, sales and marketing employees, product developers and other employees

Simmons and Ballard both agree that the company is poised for a sale, but nothing is being discussed.

Ballard thinks Sun Capital, like many private equity firms, is always looking to do what's in the firm's best interest financially, but he knows Sun Capital also wants the individual brands to succeed.

Part of the reorganization is undoubt-

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cient.

"They key is, we're rebuilding," Ballard said. "We are focused for growth, and that is the reason why we looked at this restructuring as a strategic (decision)."

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

BOULDER COUNTY REAL ESTATE WATCH

EXISTING HOME SALES

November 2008 Statistics

November 2008 Statistics

Year-to-Year Comparison

							Total	Total # Sold Average Sales Price				Av	verage Da	ays to Co	ontract	Median Sales Price			
Location	Total#	Inventory	Avg.Sales		ivieulari Sales	Location	11/01/06-			11/01/06-	11/01/07-	%chg	Location	11/01/06-		u v	11/01/06-	11/01/07-	%chg
	Sold		Price	to Contrac	t Price		10/31/07	10/31/08		10/31/07	10/31/08			10/31/07	10/31/08		10/31/07	10/31/08	
Boulder	27	369	\$663,91	8 53	\$554,000	Boulder	950	784	<17.5>	\$662,335	\$648,455	<2.1>	Boulder	67	68	1.5	\$550,000	\$538,000	<2.2>
Broomfield	17	167	\$327,27	7 71	\$290,000	Broomfield	413	362	<12.3>	\$381,231	\$398,841	4.6	Broomfield	92	87	<5.4>	\$310,500	\$335,000	7.9
Erie	18	158	\$312,09	2 72	\$289,033	Erie	310	305	<1.6>	\$350,806	\$351,391	0.2	Erie	90	89	<1.1>	\$300,000	\$306,000	2
Lafayette	7	117	\$430,50	0 83	\$379,000	: Lafayette	325	264	<18.8>	\$404,154	\$354,310	<12.3>	Lafayette	78	81	3.8	\$320,000	\$305,000	<4.7>
Longmont	40	480	\$223,86	5 79	\$212,000	Longmont	1121	1069	<4.6>	\$278,957	\$259,100	<7.1>	Longmont	88	79	<10.2>	\$240,000	\$222,000	<7.5>
Louisville	5	63	\$381,50	0 13	\$365,000	Louisville	250	218	<12.8>	\$385,919	\$392,345	1.7	Louisville	45	45	0	\$350,000	\$350,300	0.1
Superior	6	37	\$401,48	3 27	\$415,000	: Superior	179	127	<29.1>	\$411,697	\$438,537	6.5	Superior	58	61	5.2	\$379,000	\$405,000	6.9
Mountains	15	340	\$321,76	6 163	\$322,500	Mountains	326	267	<18.1>	\$442,893	\$436,751	<1.4>	Mountains	122	119	<2.5>	\$345,000	\$365,000	5.8
Plains	14	254	\$669,82	5 92	\$515,000	Plains	438	312	<28.8>	\$678,217	\$635,368	<6.3>	Plains	89	81	<9>	\$510,000	\$490,000	<3.9>
Total	149					: Total	4,312	3,708											

EXISTING CONDO & TOWNHOME SALES

Year-to-Year Comparison

							Total	# Sold		Average 9	ales Price		A.	verage D	ave to C	ontract	Modian S	ales Price	
Location	Total# Sold	Inventory	Avg.Sales Price	Avg.Days to Contract	ivieulari Sales	Location	11/01/06-			11/01/06- 10/31/07	11/01/07- 10/31/08	%chg	Location	11/01/06	11/01/07- 10/31/08	%chg	11/01/06- 10/31/07	11/01/07- 10/31/08	%chg
Boulder	18	388	\$237,167	7 100	\$208,000	Boulder	793	746	<5.9>	\$278,186	\$302,663	8.8	Boulder	75	73	<2.7>	\$242,500	\$247,900	2.2
Broomfield	3	30	\$237,202	2 202	\$225,000	Broomfield	112	80	<28.6>	\$230,100	\$217,269	<5.6>	Broomfield	130	132	1.5	\$228,762	\$208,200	<9>
Erie	0	20	0	38	0	Erie	49	25	<49>	\$272,429	\$254,130	<6.7>	Erie	121	110	<9.1>	\$248,345	\$180,823	<27.2>
Lafayette	5	33	\$168,100) 57	\$164,000	Lafayette	150	122	<18.7>	\$199,010	\$182,293	<8.4>	: Lafayette	81	93	14.8	\$195,000	\$169,000	<13.3>
Longmont	16	152	\$177,78	1 119	\$135,700	Longmont	242	236	<2.5>	\$192,291	\$189,841	<1.3>	Longmont	113	107	<5.3>	\$182,000	\$170,000	<6.6>
Louisville	4	30	\$234,125	5 169		Louisville	87	57	<34.5>	\$215,935	\$214,599	<.6>	Louisville	75	84	12	\$215,000	\$196,900	<8.4>
Superior	1	23	\$200,000) 59	\$200,000	Superior	46	46	0	\$199,468	\$216,676	8.6	: Superior	99	86	<13.1>	\$184,000	\$209,900	14.1
Mountains	0	0	0	0	0	Mountains	1	1	0	\$92,000	\$26,000	<71.7>	Mountains	99	105	6.1	\$92,000	\$26,000	<71.7>
Plains	3	32	\$210,250	0 100	\$245,000	Plains	93	61	<34.4>	\$191,293	\$207,382	8.4	Plains	96	97	1	\$163,200	\$194,000	18.9
Total	50					: Total	1,573	1,374					•						

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

McStain Neighborhoods sells Longmont land

LONGMONT – McStain Neighborhoods has sold about 160 acres of land in southwest Longmont where it had previously planned to build a new 600-home neighborhood.

The struggling local home builder sold the property near 75th St. and Nelson Road, known as West Grange, for \$5,629,400, according to Boulder County public records. A group of investors, including the William & Associates Investment Co., Colorado Mortgage Co. and W.J.S. Corp. purchased the land.

Neither the buyers nor McStain could be reached for comment.

The sale is the latest move by McStain to downsize amid a rough housing market.

A month ago, McStain closed its Louisville headquarters and said it would operate the company virtually from several locations. In the past two years the home builder has reduced its staff from 100 to 21 people. The work force casualties included Eric Wittenberg, McStain's chief executive, who stepped down in September.

For Longmont, this is the second significant residential development plan to go bust, and the land be put up for sale. In September, national home builder KB Home sold its 106-acre residential property at Harvest Junction in Longmont for \$4,050,000. KB had planned for 212 single-family homes, 120 paired homes and 118 town homes on the property.

BOULDER

MARISOL MOVING: Marisol Imports, at 915 Pearl St., is moving its home décor retail store to a new location at 2516 Broadway near Ideal Market. The store has



REAL ESTATE David Clucas

ing, with plans to redevelop it into a 21,000-square-foot mixed-use project called The Eldridge Building.

purchased the

5,900-square-

foot retail build-

Marisol Imports sells Zapotec and Navajo textiles, handcrafted furniture, primitive art, assorted home décor and gift items. The store has launched its grand finale holiday moving sale, and all merchandise is 20 to 50 percent off. The new store will open on Jan. 15.

STEELYARD LEASES: The Steelyards mixed-use development in Boulder has gained two new tenants.

The Highland Group Inc., a market research and planning firm for senior housing owners, operators, lenders and developers in Colorado, purchased a 1,240-squarefoot office condo at 3020 Carbon Place for \$356,800 to relocate its office.

Audrey Berne with The Colorado Group helped broker the deal.

Next door at 3020 Carbon Place, Suite 200, the Boulder Center for Cognitive and Behavioral Therapies LLP signed a lease for 1,663 square feet to relocate its business.

Lynda Gibbons, Chris Boston and Annie Lund with Gibbons-White Inc. and Greg Baumer with Freeman Myre Inc. helped broker that deal.

ITALIAN RESTAURANT: A local chef plans to open a new Italian restaurant in Boulder by early February.

Arugula Bar e Ristorante at 2785 Iris Ave. will be Alec Schuler's first restaurant. It will focus on Northern Italian fine dining cuisine. Schuler most recently ran the kitchens at L'Atelier in Boulder and Treppeda's Italian Ristorante in Niwot.

Arugula will take half of the space of what used to be Laudisio Italian Restaurant, before it moved to Twenty Ninth Street two years ago. The space also housed the short-lived Mista Italian Kitchen.

Schuler said he plans to use ingredients grown and produced using traditional practices, some of which will be local.

AUTO DEALER CLOSES: Anderson Kia of Boulder has closed its auto dealership in Boulder, only nine months after opening. Anderson Kia had entered the Boulder market by occupying the former Champion Ford of Boulder location at 3200 28th St.

The future of the 39,881-square-foot auto dealership building on nearly 3 acres is uncertain. John Chamberlain of Windsor owns the property.

South Korea-based Kia Motors Corp. will consolidate its dealership efforts in Boulder County through a single location at Ferrero Longmont Kia, at Highway U.S. I-25 and Colorado 119.

"We're looking forward to serve Boulder residents," Longmont Kia owner Ryan Ferrero said. "I was born in Boulder, a CU Grad, and I am passionate about the car industry. We are very excited to be involved with the area."

Ferrero purchased an ownership stake in the Longmont Kia in early December. In August 2008, he gained ownership of the Longmont Mazda dealership at 116 Main St. Ferrero also is the director of operations for Formby Ford, at U.S. I-25 and Colorado 52.

Ferrero's father, Bob Ferrero, started in the car business in 1964.

In late November, Ferrero sold his family's Chrysler, Jeep and Dodge dealership in Loveland to Chrysler Corp.

DOWNTOWN PURCHASE: A local clinical psychologist has purchased 3,045 square feet of office space in downtown Boulder for \$1.02 million.

Mary Sue Moore, of Pine Street Alli-➤ See **Real Estate, 29A**

REAL ESTATE from **28A**

ance II LLC, purchased the space at 2133 13th St. for a psychology office, according to Boulder County public records. Jack and Mary Ellen Ford and Elaine Fritz sold the office space to Moore.

Moore owns another 6,000-square feet of office space next door at 1240 and 1244 Pine St.

LOUISVILLE

CTC BUILDING BUY: A 13,524square-foot office and warehouse building at 465 S. Pierce Ave. has been sold for \$1,291,500.

McBride Brothers Investments LLC of Westminster purchased the building in the Colorado Technological Center business park from Don Marcellus (Gramps LLC).

Marcellus owns and operates JE&S Video Ltd., which will lease back space in the building for about a year. The company rents video game machines, sport games and simulators to bars, restaurants, and events. It is looking to expand.

McBride may move one of its manufacturing companies in the building at a later date, or continue to lease out the building.

Marty Knape, Hadley Cox and Jeremy Kroner helped broker the real estate deal.

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



Facing a tough auto market, Anderson Kia of Boulder closed its doors at 3200 28th St. only nine months after opening there. The previous Champion Ford of Boulder at the same location closed earlier in the year.

STOCKS from 1A

Broomfield-based Vail Resorts Inc. (NYSE:MTN) fell nearly 52 percent for the year, as skiers cut back on vacation spending to the slopes and real estate purchases around the resorts.

Broomfield-based Level 3 Communications Inc. (Nasdaq:LVLT) and Boulder-based Aerogrow International Inc. (Nasdaq:AERO) saw both of their stock prices dip below \$1 per share, threatening their continued listing on the Nasdaq market, which requires at least \$1-pershare prices.

The Nasdaq has temporarily suspended that rule in a tough market but may move to lift the suspension in 2009.

Louisville-based Replidyne Inc. (Nasdaq:RDYN) also saw its stock price slip below \$1, but the biopharma firm agreed in November to be bought out by Minnesota-based Cardiovascular Systems Inc.

Broomfield-based Gaiam Inc. (Nasdaq:GAIA) had the largest percentage swing of all the Boulder Valley-based stocks from year to year. The distributor of wellness and home products saw its stock plunge 83 percent in 2008, after increasing 115 percent in 2007.

Niwot-based Crocs Inc. (Nasdaq: CROX) — once the high-flying stock darling of the Boulder Valley — proved its colorful shoes were just a fad. The stocked tanked 96 percent in 2008 amidst falling revenues and steeper losses. Crocs' stock fared the worse among local stocks.

So what's ahead for 2009? Local wealth managers declined to comment on specific stocks, but said generally there will be some opportunities out there.

"Price-to-earning ratios are historically low, and typically that means better stock market returns are ahead," said Robert Pyle with Boulder-based Diversified Asset Management Inc.

Investors could also consider the strategy of "tax-loss harvesting," selling some losing funds, taking the loss on this year's taxes and then replacing those investments with similar funds to rebalance the portfolio, Pyle said.

There is no limit to tax-loss harvesting, but if you also had gains in the year, only up to \$3,000 in excess losses from those gains can be applied against ordinary income each year, with any remaining losses carried forward to future tax years.

Dan Figliola with Coldstream's wealth-management office in Boulder, said investors should stick to proven long-term strategies, such as rebalancing one's portfolio.

"We as a firm believe it makes more sense to be methodical with our investment strategy during these times," Figliola said. "We're not trying to time the market and call bottom. We recommend that investors rebalance their portfolio over time, whether that be monthly or quarterly."

Rebalancing one's portfolio doesn't necessarily imply having exact equal investments in each sector, he said. Depending on an investor's individual profile, there may be some different balancing techniques.

"There has been no corner of the market that hasn't been hit," Figliola said. "That being said, there are some sectors of the market that have more value, so we are cautiously overweighting some sectors."

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

Boulder Valley-based stock portfolio down 60.4%

Stock prices of companies based in Boulder or Broomfield counties have declined 60.4 percent in 2008 as an evenly weighted portfolio. All 10 local stocks are down for the year. The performance from local stocks as a group fared worse than the Dow Jones Industrial Average, down 33.5 percent; Nasdaq Composite, down 40.5 percent; and S&P 500, down 38.4 percent in 2008.

Company name City (ticker symbol)	Opening price Jan. 1, 2008	Closing price Dec. 17, 2008	Percent change
Ball Corp	\$44.59	\$41.76	-6.3%
Broomfield (NYSE:BLL)			
Array Biopharma Inc.	\$8.42	\$4.05	-51.9%
Boulder (Nasdaq:ARRY)			
Vail Resorts Inc.	\$53.81	\$24.26	-54.9%
Broomfield (NYSE:MTN)			
Dynamic Materials Corp.	\$58.63	\$18.77	-68%
Boulder (Nasdaq:BOOM)			
New Frontier Media Inc.	\$5.35	\$1.66	-69%
Boulder (Nasdaq:NOOF)			
Replidyne Inc.	\$3.10	\$0.80	-74.2%
Louisville (Nasdaq:RDYN)			
Level 3 Communications Inc.	\$3.04	\$0.72	-76.2%
Broomfield (Nasdaq:LVLT)			
Gaiam Inc.	\$29.68	\$5.00	-83.2%
Broomfield (Nasdaq:GAIA)			
Aerogrow International Inc.	\$6.19	\$0.36	-94.2%
Boulder (Nasdaq:AERO)			
Crocs Inc.	\$36.81	\$1.48	-96%
Niwot (Nasdaq:CROX)			
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SO, WHAT ARE YOUR FINANCIAL PLANS FOR 2009?	BUT, BUSINESSES ARE COUNTING ON YOU TO SPEND MONEY !	HOW CAN YOU DO BOTH?		
CUT COSTS, START SAVING !	OKAY, I'LL BUY STUFF, TOO!	I'LL JUST GET A BETTER JOB AND EARN MORE MONEY!		
	SS2			
THE JOB MARKET IS AWFUL!	BUT, CONSUMER DEBT IS PARTLY	WHAT DOES THAT GET YOU?		
OKAY, I'LL PUT IT ON MY CREDIT CARD!	HOW WE GOT INTO THIS MESS! FINE! I'LL	SOME BAILOUT BUCKS, IF I'M LUCKY!		
	START - BUILDING CARS IN MY GARAGE!			

OPINION

Here's some holiday wishes to help local business, civic leaders cheer up

It's hard to remember a holiday season that has been more filled with angst than this one.

The global financial meltdown that began with subprime mortgages has spread to virtually every sector of the global economy, and it's hard to find someone who isn't looking toward 2009 without some measure of uncertainty, if not outright dread.

How deep will the recession go? Are we talking about levels of the early 1980s when unemployment hit 10.8 percent, or the early 1970s, when it reached 9 percent? Some even argue that we should look four decades earlier, but let's not go there.

Gloom and doom. Anxiety and trepidation. Bailouts and job losses. Sticks and coal. To all of that, I expropriate a phrase traditionally used to display scorn and indifference for the Christmas season: humbug.

It's time to cheer up, people, and with that in mind I offer these holiday wishes for business, civic and governmental leaders of the Boulder Valley and beyond:

• To Camera publisher Al Manzi: a buyer for the newspaper's building on Pearl Street (but no more full-page ads for \$1,000, OK, Al?)

• For ConocoPhillips: an expedited timeline for construction of its renewalenergy research hub at the former Storage Technology Corp. site in Louisville. Do I hear 7,000 jobs by year-end 2009?

• To the Economic Development Corp. of Utah and others of its ilk: a warning from Gov. Bill Ritter, the Colorado Legislature, the Boulder County Commissioners and the Boulder City Council to keep your mitts off our outdoor industry. (Perhaps you've simply confused Boulder,

Colo., with Boulder, Utah.)

• To University of Colorado at Boulder economist Rich Wobbekind: a moreoptimistic Colorado Business Outlook 2010 than was delivered for 2009 and some cases of Boulder Beer to ease the pain of the coming year.



NOTEBOOK Christopher Wood

Klein: adverse possession of his posi-

To bankers

of a pickup truck.

District Court

Judge James C.

• To Boulder

tion on the court. • To Crocs Inc. CEO Ronald Snyder: some new products to add luster to the company's trademark "closed-cell resin" footwear (not to be confused with rubber or plastic) and to add some heft to the company's stock price. I'd propose a hybrid of Crocs and Birkenstocks, to be called — you heard it here first — Birken-Crocs. (Admit it: You love the idea.)

• To Boulder Valley automobile dealerships: lenders who can lend, buyers who can buy.

• To the reporters, editors and other employees of the Rocky Mountain News: a buyer who will work diligently to save the 150-year-old publication, thereby preserving Denver as a two-newspaper town.

• To Jerry Lewis, former owner and

co-publisher of the Boulder County Business Report: unlimited punch cards at every coffee shop in Boulder, along with all the free WiFi he can handle — at least until he's ready for another entrepreneurial venture. What will it be, Jerry? (You're too young to retire.)

Relle BR

• To Jeff Schott, another former owner and co-publisher of BCBR: cold beers and good health in 2009. (Retirement doesn't suit you, either, but enjoy the beers, anyway.)

• To Boulder Valley commercial landlords: locking in good tenants with holiday lease sales.

• To mortgage lenders: stockings filled with refis, courtesy of the ever-jolly Ben Bernanke.

• To local solar-panel companies (more of a question than a greeting): Can Santa and his reindeer really land on those things?

• To the Longmont Area Economic Council's John Cody: a golden record — or is that CD? — and packed houses at the Muse Gallery, along with lots of new businesses absorbing space and adding jobs. Who says rock 'n' roll and economic development can't mix?

• To the city of Boulder: a fantastic 150th anniversary celebration.

• To President-elect Barack Obama: success on the economy, the wars, the environment and other major issues of the day.

And that's it for now, readers. If those wishes come true, we'll all have a happy and prosperous 2009.

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

INTERNET NEWS

etendi.com is a new Boulder software company that produces etendi Bridge, a Web site where families who are separated can network. Features include live video phone calling, shared spaces for photos, videos and documents, personal notes, an interactive white board and a shared calendar. Visit www.etendi.com.

Rally Software Development Corp. of Boulder launched a Web site and online toolkit for people to calculate the possible cost savings of adopting Agile practices. The new toolkit helps teams understand the financial impact of Agile adoption and includes an ROI calculator, an industry study on the cost savings experienced by Agile teams, and an Agile Success Guaranteed program. The toolkit is available for free at www.rallydev.com/agilevalue.

SEWN from 3A

"He's doing some pieces for the city," Will Silverstein said, referring to Boulder's 150 year celebration next year. "I'm planning on using some of his existing pieces as well as the Boulder sesquicentennial image he's currently working with."

Silverstein and his father divide the production work for Destination Sewn products. Overhead for the company remains low since Roger owns the contract manufacturing company, which is in El Paso, Texas, with factories in Juarez, Mexico.

Will Silverstein works from his home in North Boulder.

"I plan to open a storefront in Boulder and move everything to Boulder some time in the near future," he said. "I'm also working on an application for a Pearl Street vending cart for next year."

The company sells primarily through three venues: its Web site, retail stores and events like the Vail Oktoberfest.

"We choose those carefully," Will Silverstein said, adding that it costs a few thousand dollars to buy a spot at big ticket events.

Retail shops that carry items include locations in Colorado, New York, Massachusetts, Rhode Island and Connecticut. Silverstein currently works with one rep who owns one of those shops.

"He takes our things around to other stores and will help me get into the school and college market.

"Sales were a little under \$60,000 in the first couple years as we searched for

The **Social Security Administration** announces a new podcast, "Deciding When to Start Receiving Retirement Benefits," available at www.socialsecurity.gov/podcasts. Acting Deputy Commissioner Jason Fichtner and Deputy Commissioner for Communications Jim Courtney discuss the factors people should consider when thinking about applying for Social Security retirement benefits.

A group of journalists from the **Rocky Mountain News** has formed a Web site in hopes of saving the Denver-based daily newspaper. The site, IWantMyRocky.com, is meant to draw support for the Rocky after it was put up for sale earlier this month. E.W. Scripps, the parent company of the paper, announced Dec. 4 that it would seek a buyer for the Rocky until mid-January. If a buyer is not found, the paper may be closed.

the best and most profitable markets to go after," Will Silverstein said. "Now with a more focused game plan we expect to double that in 2009 alone.

66 I plan to open a storefront in Boulder and move everything to Boulder some time in the near future. **99**

Will Silverstein

SALES AND MARKETING DIRECTOR, DESTINATION SEWN LLC

Goals are to increase both the designs available and the market reach. Yacht clubs, colleges, businesses and boutiques are part of the development plan, according to Will Silverstein.

"We can take pictures of people's boats and put them on products as well as create custom products with company logos."

Current products include tile coasters for \$5, boxer shorts for \$30, large pillows for \$48, and patch work quilts for \$200 and up.

To see what's available, see www. destinationsewn.com.

EYE from 3A

the company's Web site, www.thebeergauge.com. However, Holloway has had several companies in different industries use the device as customized business cards, conference swag and promotional items. "They put their own artwork on the back of these gauges," he said.

Holloway said the company has sold 16,000 in the past eight months.

"In these bad economic times people want to know that they are getting their money worth," he said.

The gauge is designed to be placed on the side of a standard pint glass in order to determine the amount of beer that is missing from the glass. The precisely designed gauge fits along the side of the pint glass, and the easy-toread beer level indicators are used to determine the amount of beer that is missing.



The "Beer Gauge" lets beers drinkers know when they've been short poured at their favorite drinking establishment.



BOOK SIGNING Louisville gallery presents local author



COURTESY NANCY DUTTON

Creative Framing and Art Gallery in Louisville held a book signing Dec. 5 for local author Nancy Dutton's newly published "Book of Animal Poetry," a collection of poems and haikus about dogs, cats and horses. From left, Mike Brouse, who did the watercolor paintings on the front and back covers of the book, Dutton and Roberta Peters, who handled the book's layout and photography.

PREMIER EVENT Giving gifts to children



Chad Kupper of the law firm Bernard, Lyons, Gaddis & Kahn in Longmont and Kathy DeMatteo of the Tutoring Club in Longmont participated in a Toys for Tots drive Dec. 12 at the Premier Members Federal Credit Union brand in Longmont. The Longmont Area Chamber of Commerce organized the Business Before Hours networking event.

COOKIE CONDOS Architects build gingerbread structures



COURTESY TERRA VERDE ARCHITECTS

A team of employees from Terra Verde Architects show off a gingerbread structure they made for the 2008 Boulder Gingerbread Bridge Competition on Dec. 15. The competition pitted several architecture firms in the area against each other in a gingerbread-house-building contest. The Terra Verde team was, from left, Mary Anderson, Carrie Lee, Jeff Van Sambeek, Holly Turner, Angela Young, Laura Moericke and Jacob Cox. Terra Verde Architects won the Architectural Design category. The event was hosted by Ascent Group, a structural engineering firm in Boulder.

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

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:

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 Elks Lodge **Boulder Friends of International Students** Boulder History Museum 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 Valley Transfer Boulder Veterinary Hospital PC Budget Alteration & Tailoring Chautauqua Dining Hall Colorado Book Store**

The Colorado Mountain Ranch **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 Hertz Rent A Car Hix Insurance Hofgard Insurance Hotel Boulderado Hudson Companies 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 Norris & Sons Drilling North Boulder Liquor Northwestern Mutual Life Insurance Odd Fellow Hall IOOF Bdr No. 9 Paul's Music Store **Pruett Publishing Co Red Lion Restaurant 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

BOULDER COUNTY

If you are NOT on this list (and you should be) or if you are on this list incorrectly, please call or e-mail

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LONGMONT BUSINESS

Page 1B

Promotional Supplement to the Boulder County Business Report

Dec. 26, 2008 - Jan. 1, 2009

JONATHAN CASTNER

Companies find Longmont prime for expansions

Intel, GE Energy among companies adding jobs, space

BY KEELY BROWN

During 2008, the city of Longmont benefited from several major corporate expansions. These included the growth of already-existing facilities, as well as the establishment of a brand-new presence in the area for a number of large companies.

Several of these expansions have taken place just within the last few months. In October, Intel Corp. opened its newest facility, leasing a pre-existing 8,859 square foot building in the Creekside Business Park at Pike and Sunset roads in Longmont.

Site manager Geoff Gould said the new Longmont facility would focus on research and development for both hardware and software products.

As the world's largest computer chip maker, Intel employs 565 people in its Longmont, Fort Collins and Colorado Springs locations. Gould said that the company has already hired a large number of its engineering staff from the Longmont talent pool.

"It's easy to recruit talented engineers in Longmont, because so many of them are already living here," Gould said. "And in addition to the great quality of life that attracts our employees, there's also an efficient localized industry to support our work. Longmont has the same facilities and amenities that a hightech company can find in Silicon Valley and San Jose (Calif.), with plenty of technical industries in the area to supply the materials and equipment we need."

In spite of the current downturn in the global economy, the company is continuing to hire in areas of critical need, Gould said. And in keeping with Intel's global presence in the marketplace, the Longmont site is well-positioned for the future.

"It's very early days yet, but things are going well so far," he said. "It's difficult to open a new office in a town where we haven't had a presence before, and we're still trying to work out the wrinkles, so it's not a smooth machine. But we're achieving the goals we had when we came, and we're very optimistic about the future we have here."

For some companies with an already well-established local presence, Longmont has proved a successful-enough location to motivate further expansion. This month, Fidelity Comtech, which was founded in Boulder in 2001 and moved to Longmont in 2004, relocated from its 2,000-square-foot location at 2400 Trade Centre Ave. to a new, 5,000-

► See Expansions, 2B



Bob Wellman, test tech for GE Energy, tests a control unit before it's shipped to the client. GE Energy is relocating from Loveland to Longmont.

EXPANSIONS from 1B

square-foot site at 1500 Kansas Ave.

Richard Krebs, vice president of sales and marketing, said the move reflects significant growth in both contracts and numbers of clients for the company, which designs, manufactures and markets patented wireless networking products in the broadband, wireless networking marketplace.

"We're a Longmont success story," Krebs said. "Since we moved here four years ago, we've expanded in both our government and commercial projects."

Krebs added that the generous size of the new research-and-development site would provide Fidelity Comtech with even more room for possible future growth. "We could double in size at this one site — and go across the lot and pick up additional space as well," he added.

Krebs said indications are that 2009 will be a good year, with expectations for the company to increase hiring some time within the next six months.

One much-anticipated event within the Longmont business community has been the relocation of GE Energy to Longmont, a project scheduled for completion by the end of March 2009.

A leading supplier of power-generation and energy-delivery technologies, GE Energy, a division of General Electric Co., has taken a 10-year lease on a 152,000-square-foot building at 1800 Nelson Road in Longmont. The facility will include mixed office and manufacturing space, a materials warehouse and shipping/unloading area, an employee well-being center, and a customer-service and product-demonstration area.

Communications director Mark Beckett said growth factors motivated the company to move from its 70,000square-foot facility in Loveland.

"In spring of 2008, it was clear that the Loveland facility wouldn't accommodate our growth needs, and we started looking at areas within a 30-mile radius so we could accommodate our employees from Loveland, Fort Collins, Windsor and Berthoud — as well as those from Longmont and Greeley," Beckett said.

Beckett said that the company looked at more than 29 buildings — and the deciding factor turned out to be timing.

"When we looked at what we needed to be in place for the first quarter of 2009, the Longmont facility was the perfect fit as far as both timing and square footage," he said.

The move, which began in December, will be done in stages over the next three months. The company will reserve about 20 percent of the space, leaving it unfinished for the moment, so that it may be used in the future according to need, Beckett said.

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Mark Beckett

COMMUNICATIONS DIRECTOR, LOCATION

With revenues of \$22 billion in 2007, GE Energy employs 40,000 people in 19 locations worldwide. Beckett said the Longmont location will employ 180 people. The Longmont facility will also serve as the company's global headquarters for its Controlled Solutions Center, which provides products and services for turbine, generator, compressor, hydro and power plant controls — and is staffed by a total of 600 employees in 13 different countries.

In November 2007, Western Digital, the world's second-largest hard drive manufacturer, opened a 22,000-squarefoot research and development facility at 1951 S. Fordham St. in Longmont. During 2008, the company expanded this space to 43,407 square feet.

The Longmont facility is one of three design centers owned by the company, which has its corporate headquarters in Lake Forest, Calif.

Steve Shattuck, director of public relations for Western Digital, said that over the last five years, the company has experienced a growth rate of 20 percent. However, between 2007 and 2008, company ➤ See **Expansions, 6B**

High-tech expansions fuel drop in vacancy rate

Commercial occupancy records big improvement over 2007 numbers

BY KEELY BROWN

The numbers tell the story. According to figures released by the Longmont Area Economic Council, Longmont's vacancy rate in the commercial real estate market has continued to decline, with thirdquarter results showing a 16.6 percent vacancy rate — and 1.39 million square feet of office/industrial space available.

As a comparison, the third quarter of 2007 showed a vacancy rate of 20.8 percent, with 1.74 million square feet of space available. In addition, there have been several announcements in the fourth quarter that will have a significant impact on lowering the vacancy rate, including 152,000 by GE Energy, 30,000 by Digital Globe, 25,000 by Matheson Tri-Gas and 13,000 by Dot Hill.

"This has been a good year," said Ken Kanemoto, CCIM, partner/VP of Prudential Rocky Mountain Realtors in Longmont. "Sometimes, we don't even know why this happens — but we're always grateful."

One marked difference this year, Kanemoto said, has been in an increased number of companies purchasing or leasing larger spaces for their businesses. ➤ See Drop, 6B



GE Energy's new location at 1800 Nelson Road in Longmont encompasses 152,000 square feet and will employ 180 people.







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The Trail Ridge Middle School in Longmont is one of many schools that will benefit from recent voter-approved measures. In November, voters approved a \$189 million bond issue and a \$16.5 million milllevy override, bringing some much-needed resources to the St. Vrain Valley School District.

St. Vrain district reaps rewards from voters

Bond issue, mill override enable district to add staff, revive programs

BY KEELY BROWN

The coming year promises to be a very good one indeed for the St. Vrain Valley School District — thanks to the passage last November of two multi-million-dollar incentives that will provide muchneeded funding to a district already suffering from long-term shortages.

St. Vrain will benefit from a \$189 million bond issue slated toward capital building repairs, upgrades and expansions, as well as the construction of a new high school in the Carbon Valley. In addition, voters also passed a \$16.5 million mill-levy override, ensuring the reinstatement of much-needed programs and personnel. As Colorado's 10th-largest school district, serving 44 schools and more than 24,000 students, St. Vrain Valley has gone through some rough times in recent years. In 2002, a \$212.9 million bond issue was approved, which helped to build 10 new schools. However, since then, no further bond revenues have been forthcoming. In 2004 and 2005, the district failed in its attempts to persuade voters to approve a mill-levy override, and a major financial crisis followed.

Last year, the St. Vrain Valley School District cut a total of 85 full-time positions, many of which were teaching jobs.

These cuts have affected not only programs but also classroom size, which in some schools has shot up as high as 44 students per class, as opposed to the desired maximum number in the mid-20s. And even classroom basics such as school desks have been in short supply. In early 2008, the St. Vrain Valley

➤ See Rewards, 5B





REWARDS from 4B

School District took action, putting together a task force comprised of 29 area residents — including teachers, lawyers, doctors, and business professionals.

Don Haddad, deputy superintendent for the St. Vrain Valley School District, said the task force examined financial records, compared teacher salaries with those of other districts, apprised themselves of the cuts in instructional programs, facilities, technical equipment and administrative and custodial staffing, and examined class sizes in district schools.

"We opened up our books to them, and asked them to make a recommendation to the school board as to whether we needed to go for the mill-levy override — and they decided that we desperately needed it," said Haddad, who this July will take over as the district's new superintendent.

This push for passage of the bond issue and mill-levy override had early support from the Longmont Area Economic Council's board of directors, said council president John Cody.

"Bringing the school district up to 21st-century technologies will prepare our kids to be part of a work force that is necessary for the economic survival of this area — and provide us with workers who have a good background in science and math and economics," Cody said.

"We're investing in the future so that our kids will want to stay here and have good jobs — and reap the rewards that **66** Even in the midst of this critical need, we were still keeping a steady upward trend in our test levels. This is an absolute tribute to our teachers and administrators that the quality of education [moved] forward in the toughest of circumstances.

Don Haddad DEPUTY SUPERINTENDENT,

ST. VRAIN VALLEY SCHOOL DISTRICT

the economic make-up of this area has to offer. I think it's a testament to the voters of Longmont that they were willing to support these initiatives during economically tough times," he added.

The next step was to persuade voters - a process that succeeded, Haddad said, thanks to presenters who showed the correlation between a strong community and a strong school system.

"You can't have a strong local economy without a strong school system — and you can't have high property values and a quality service industry and a safe community in an area where the school system is not supported," he said.

"We did more than 200 presentations, and gave out a large number of brochures. We drew the correlation between the school system and these other areas, and it really hit home with people," he added.

Now, as funds become available, new projects are already well in hand. The first priority, Haddad said, is to lower classroom size back to a maximum of 25 students in a high school classroom, with even lower numbers at the elementary and middle school levels.

Another priority, Haddad said, is to recoup some of the recent losses in staffing and educational programs.

"We lost some foreign language and fine-arts programs — and in some areas, we didn't lose the full program but enough staff so that class sizes had to go way up," he said.

In addition, the district has already hired 13 additional campus advisers to maintain security. Custodial and maintenance positions will also be re-staffed. And in one area of critical need, additional technical maintenance staff will be hired to maintain some of the new high-tech equipment that can now be brought in to district classrooms.

This equipment, Haddad said, will include interactive smartboards, projectors and document cameras, as well as laptops for teachers — all geared toward creating the ideal interactive 21st-century classroom.

Other projects, Haddad said, include expanded participation in the International Baccalaureate Program, as well as implementing more pre-Advanced Placement programs in the district's middle schools. Arts programs - particularly music and drama — will be reinstated, as will science and math magnet programs.

"We're doing a lot very quickly," Haddad said. "A lot of these programs will be implemented beginning in the first week after spring break."

In the meantime, Haddad said that it's important to recognize that, during the last four years of financial crisis, CSAP and other test scores have continued to go up.

"Even in the midst of this critical need, we were still keeping a steady upward trend in our test levels," he said. "This is an absolute tribute to our teachers and administrators that the quality of education [moved] forward in the toughest of circumstances."

As Haddad prepares to take the helm as superintendent this July, he recognizes that this is an exiting — and even historical — time for the school district.

"I'm so glad to be a part of this — and I just want to send a sincere thank-you to our entire community and to all our staff for the tremendous support," he said.

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McDonough



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Marlin







The testing department at GE Energy, which is relocating to Longmont from Loveland. The facility is expected to employ 180 workers.

EXPANSIONS from 2A

revenues grew more than 40 percent. Today, Western Digital has a market share of between 25 percent and 27 percent.

Shattuck said that this growth occurred not only in the company's existing markets, but also in new markets, due to Western Digital diversifying its products. While the company's main focus has been in the manufacture of hard drives for desktop computers, in recent years, Western Digital has expanded its product line to include storage systems for notebook computers, as well as external hard drives that can plug into computers — retail products that have proven to be particularly successful, Shattuck said.

The company's employee base has grown as well. During its initial move to Longmont, the company employed 30 people. Now, this number has grown to 100 employees — a majority of whom, Shattuck said, are from the Longmont talent pool.

As 2008 draws to a close, expansion projects continue to loom on the Longmont horizon. In December, the Longmont Area Economic Council announced expansion plans for two more companies already established within the Longmont business community. DigitalGlobe, the world's largest provider of commercial satellite imagery, will expand into an additional 30,710 square foot space in March 2009, while Matheson Tri-Gas, a part of the world's leading supplier in gases and gas-handling equipment, plans to increase its square footage in Longmont by around 25,000 square feet within the coming months.

DROP from 4B

Wendi Nafziger, LAEC vice president, said this type of activity provides a positive ending to a year plagued by a sluggish economy.

"It definitely helps to have a lower vacancy rate," she said. "It's also a plus that, especially in this economy, existing industries are taking larger spaces to grow their companies. However, as large spaces are taken down, we don't have as much to offer users looking for that kind of space."

Economic conditions sometimes cause companies to postpone expansions.

"Some prospects we were working with in the fourth quarter put their projects on hold due to current economic conditions," Nafziger said. "In a down economy, decisions regarding square feet tend to be examined more carefully. And it's serious now, because business people are worried about contracts — or even being able to keep open.

"But over the past 10 or 15 years, we've been able to diversify our base, so that if one industry gets hit, the other industries might still be OK," she added.

Kanemoto agreed that this diversification among Longmont's core industries has helped make the area more attractive to prospective users — and thereby helped to increase commercial occupancy rates as well.

"Longmont is in a position to attract more users by having a more diversified cross section of companies here — and we have a large number of flexible spaces that can accommodate a variety of different uses," he added.

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