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Boomers Your guide to life after 50 Inside

Bank market-share rankings shuffled

NoCo bankers find slots on '08, FNB back on top

By Kristen Tatti *ktatti@ncbr.com*

Mergers, consolidations and acquisitions changed the face of Northern Colorado banking during the past year, a fact reflected in the region's deposit market share that features a new top bank and a nearly complete reordering of the top 10.

After its consolidation with its sister bank in Greeley, Union Colony, First National Bank regained the No. 1 position in Northern Colorado's deposit market share as of June 30. The Federal Deposit Insurance Corp. releases market share reports once per year, based on the industry's second quarter financial filings. Last year, Greeley-based New Frontier Bank wrestled the top market share spot away from First National, the first time since 1997 that First National did not top the list. With almost \$1.6 billion in deposits in Larimer and Weld counties, First National claims 18.95 percent of the Northern Colorado deposit market. New Frontier's \$1.47 billion in deposits makes up 17.8 percent of the total market.

For First National, though, one

plus one might not equal two. Despite being the top deposit holder in the region, the institution actually saw a year-over-year decline in the dollar amount of deposits. As of June 30, 2007, First National held \$1.27 billion in deposits with 16.25 percent of the market, and Union Colony held \$321.6 million in deposits with 4.11 percent of the market. Now merged, the bank's deposits are less than the sum of its **See BANK, 44A**

Institute blends ecology, profit



Steve Porter, Northern Colorado Business Report

GREEN ACRES – This 80-acre spread southwest of Loveland is the new home of the Institute of Ecolonomics, which moved from its former home in Joplin, Mo., after the death of founder Dennis Weaver.

Dennis Weaver group finds new Loveland home

By Steve Porter *sporter@ncbr.com*

LOVELAND — Television and movie actor Dennis Weaver had a long and illustrious career, but it wasn't until later in life that he got involved in causes that gave him the most satisfaction.

Co-star of the 1960s' TV show "Gunsmoke" and star of the 1970s' hit "McCloud," Weaver entertained generations of fans. But the native of Joplin, Mo., took on another role in the 1990s when he began advocating for environmentally friendly home construction and lived in a house made of recycled earth-filled tires in Ridgeway, Colo.

Weaver also coined the term "ecolonomics" — a blending of ecology and economics — and founded the Institute of Ecolonomics on the campus of Missouri Southern State University in Joplin in 1993.

After Weaver died of cancer in 2006, a change in leadership in the Institute led to a move from Missouri to Northern Colorado. An anonymous donor provided an 80-

acre estate southwest of Loveland to help carry on Weaver's vision of funding projects that benefit the environment yet can still turn a profit.

That's where Loveland residents Scott Fardulis and Wayne Dorband come into the picture. Fardulis, Institute chairman and CEO, met Weaver in the mid-1990s through business dealings and was impressed by his passion.

"It consumed every cell of his body," Fardulis recalled. "He was passionate about it. But he was not a tree-hugger. He was truly passionate for the economy as well. He wanted to make it so (ecology and See ECOLONOMICS, 33A

Downtown Greeley's future now with voters Mill levy, bonding authority will be decided Nov. 4

By Tom Hacker *thacker@ncbr.com*

GREELEY — Knowing that a developer will eventually target

Greeley's urban core for a major project, downtown boosters are hoping voters will set the financial



table for such an occurrence in a special election that concludes Nov. 4.

Two questions — one deciding a property tax mill levy, the other whether the city council should be granted bonding authority for downtown projects — are on a ballot that property owners and tenants within the 55-block Downtown Development authority

Longtime administrator brings leadership to McKee

Christopher Cornue: competition 'good thing' for hospitals

By Steve Porter *sporter@ncbr.com*

LOVELAND — McKee Medical Center's CEO Christopher Cornue may be a newcomer to Banner Health but he's an old hand at being an administrator in a hospi-

tal setting. Cornue, 39, recently took over as chief executive officer at McKee, succeeding former top administrator Rick Sutton, who now heads Banner's operation at North Colorado Medical Center in Greeley.

Phoenix-based Banner owns McKee Medical Center in Loveland and has a contract to operate NCMC. The company is one of the largest health-care providers in the nation, focusing on the Western United States.

Cornue most recently was vice president of Mount Sinai Medical Center in Chicago, a 432-bed teaching, research and Level 1 adult and pediatric trauma tertiary care hospital. That four-year stint was preceded by a variety of positions at University of Chicago hospitals, including executive administrator for the Department of Obstetrics and Gynecology.

A longtime Midwesterner, Cornue said when he was recruited by Banner to lead

Christopher Cornue

Born: Hornell, N.Y.

Age: 39 Education: Bachelor of Science in Biology/Chemistry, Gannon University, Erie, Pa.; Master of Science in Health Services Administration, Gannon University Family: Married with two children

SOURCE: BUSINESS REPORT RESEARCH

McKee it was a dream come true.

"I used to come out to Colorado regularly to ski because my best friend lives in Denver," he said. "For the first week after I moved here I had a permanent grin on my face."

Exciting environment

Since taking over the reins at McKee on Sept. 15, Cornue has busied himself learning about the hospital, its physicians and staff, and the hospital's place in the region's health-care picture. With Poudre Valley Health System's new Medical Center of the Rockies just a few miles to the east, Cornue's been assessing McKee's competitive position and finds it strong.

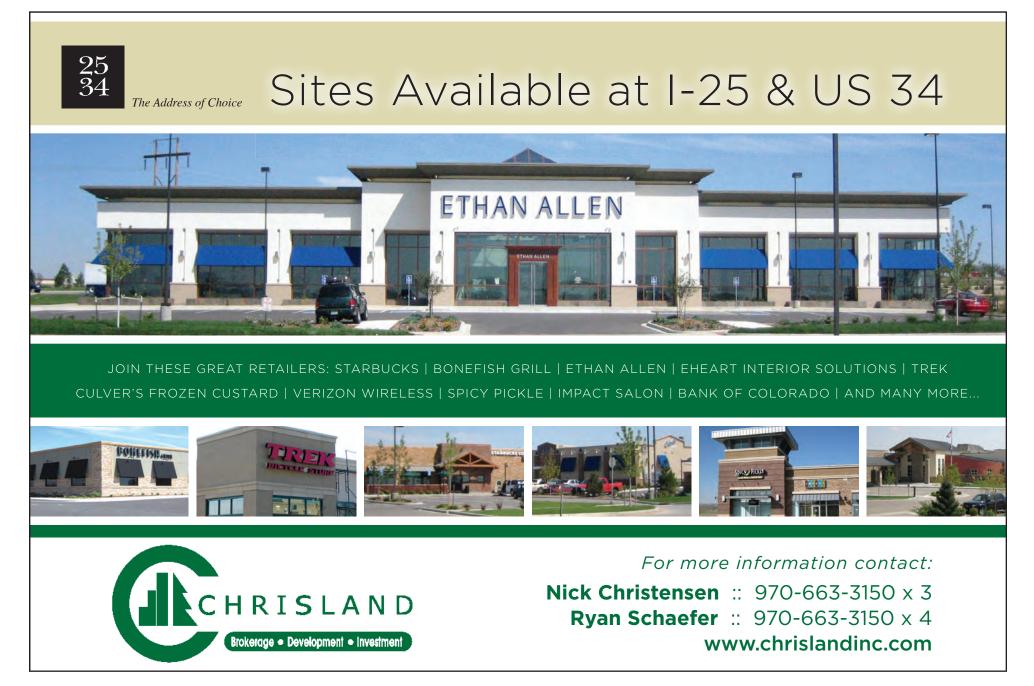
"I think it serves such a significant need for the community and it truly is Loveland's

See MCKEE, 18A



Steve Porter, Northern Colorado Business Report

NEW LEADER – Christopher Cornue, new CEO of McKee Medical Center, is beginning his first executive post with Phoenix-based Banner Health. Cornue, 39, assumed the top job at McKee in September and most recently served as vice president of Mount Sinai Hospital Medical Center, a 432-bed teaching and research hospital in Chicago.



THE EYE NapCap aids when shuteye's needed

Thanks to a local inventor, The Eye is getting a little help with some shuteye.

Fort Collins micro-entrepreneur **Dave Perry**, through his company Inspired Products, just introduced the NapCap, evidence that innovation doesn't necessarily have to be high-tech.

Gone are the days of rifling through carry-on bags to find an eye cover to block out that pesky light. The NapCap couples a "high-quality baseball style cap with a unique flip down eye-shade."

The patent-pending design aims to provide a more restful nap to snoozers on the go.

The six-panel cap is adjustable; available in blue, black and khaki with or without the NapCap logo. Retailing from \$13.99 to \$14.99, the product is billed as the perfect gift for "travelers, road warriors and non-driving commuters." NapCaps are currently available at www.napcap.biz and Inspired Products is offering free standard shipping for orders placed before Dec. 15th.

Bottling water?

Greeley's city council earlier this month wisely decided against a proposal that the city bottle its tap water for sale. The promotional plan was aimed at raising revenue by putting the bottled Greeley water on store shelves. Luckily, council members considered the logistical problems and expense, eventually deciding the idea just didn't hold water.

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Drahota first to buy into Colorado carbon fund

Green-focused builder uses carbon offsets to reduce its impact

By Steve Porter *sporter@ncbr.com*

FORT COLLINS — Drahota Construction Co. is the first private business in Colorado to sign up to take part in the newly launched Colorado Carbon Fund, which aims to reduce greenhouse emissions and global warming.

The CCF, a program under Gov. Ritter's Energy Office, was kicked off in August and is designed to link businesses and other entities interested in offsetting their carbon emissions with projects in Colorado that can reduce that

F O C U S

carbon footprint.

"The CCF provides high-quality carbon offsets as a way to support new energy-efficient and renewable energy projects to reduce greenhouse gas emissions in our state," said Susan Innis, CCF program manager.

Innis said the Energy Office has had about 45 participants sign up for the program through September with plans to ramp up marketing in coming months. As of mid-October, she said Drahota was the first and only Northern Colorado business to make a taxdeductible contribution to the fund.

Todd McCowin, Drahota Construction's safety and environmental director, said company president Terry Drahota wanted to get on board with CCF as soon as it started.

Spending locally

"One of the big things when I brought this to



Steve Porter, Northern Colorado Business Report

TALKING TRASH – Local waste haulers are concerned about a possible move by the Fort Collins city council to change the current open system of trash collection, which allows residents to choose their provider. The city is mulling the possibility of going to a district system or awarding a contract to a single hauler as a way to reduce damage to streets and the number of trucks in neighborhoods.

Trash companies worried about hauling changes

Fort Collins seeks to cut truck traffic on neighborhood streets

By Steve Porter *sporter@ncbr.com*

FORT COLLINS — Gallegos Sanitation President Matt Gallegos is worried that the Fort Collins city council may decide to change the way garbage and recyclables are collected in the city in a manner that threatens his 50-yearold company. The city council is considering changing from an open system — which does not limit the number of private haulers operating in the city — to a district system, or awarding the contract for the entire city's trash collection to a single hauler.

Either of those possibilities, Gallegos says, could be devastating to his company's livelihood.

"We're definitely concerned about it," he said. "I'd say we most likely would be (seriously impacted). But we've got some council members that don't understand that."

The city received a study by California-

Terry Drahota, his response was, 'Why can't we spend the money locally?'" he said. "We looked at a lot of different options and then we saw the Colorado Carbon Fund was going to be available."

McCowin said the CCF lets carbon offset buyers reduce their impact on the environment by supporting Colorado-based projects that remove carbon emissions or reduce them through new technology.

"It's kind of a community trade system," he said. "You pay for credits and CCF funds worthy projects. It's typically not tree-planting in Colorado but more investing in new technologies."

Earlier this year, the Governor's Energy Office contracted with Portland-based The Climate Trust to help develop partnerships with greenhouse gas reduction projects.

See DRAHOTA, 24A

Woodward to launch inverter line in Loveland

Invests \$30M in wind turbine control business

By Kristen Tatti *ktatti@ncbr.com*

FORT COLLINS/LOVELAND — Woodward Governor Co. plans to shuffle its two Northern Colorado sites, investing \$30 million, as it prepares to launch its wind turbine inverter business in

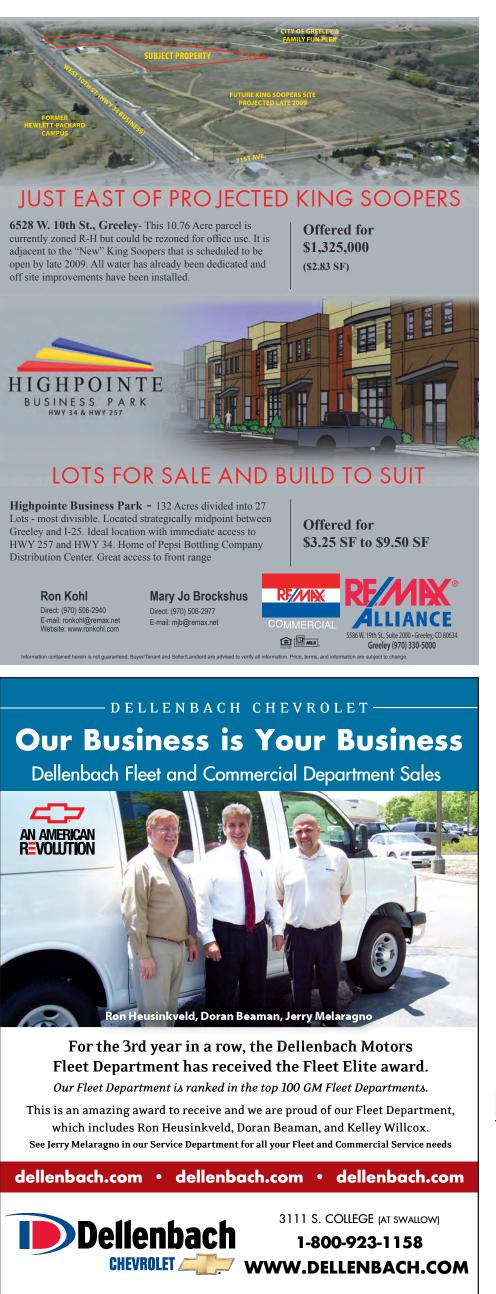
Loveland. Woodward's plans to for a U.S.-based inverter line have been somewhat delayed, with an initial ramp-up scheduled this fall. However, opportunity presented itself in the form of an expiring lease that allowed the company to uti-



allowed the company to uti- **GENDRON** lize existing space at its Loveland facility.

Since 2000, GE Energy — a division of General Electric Co. — has leased about 85,000 square feet at the Loveland facility after it purchased the turbine-control retrofit division of Woodward. The Loveland facility became the headquarters of GE Energy's Control Solutions group, a global operation with about a dozen sites around the world.

Woodward plans to re-inhabit its space and make Loveland its center for electronics, including the new line making inverters, which convert wind energy into usable electric current. Gendron said inverter work has already



Bravo! finalists represent best, brightest in region

Presentation of annual awards set for Greeley

By NCBR Staff

GREELEY - With less than two weeks until the winners will be revealed, the excitement is building - not for this year's hotly contested local, state and national elections, but for the 11th annual Bravo! Entrepreneur Awards.

The presentation ceremony is set to begin at 5:30 p.m., Nov. 5 at the Island Grove Events Center in Greeley. The event is presented by the Northern Colorado Business Report, in partnership with chambers of commerce and economic-development agencies to recognize the spirit of entrepreneurship throughout the region.

"I'm very excited about this year's nominees in every category," said Jeff Nuttall, NCBR publisher. "Once again our panels of judges have some tough decisions to make to choose just one to receive the award."

Three Bravo! Entrepreneur Awards will be presented to honorees representing their respective communities of Fort Collins, Greeley, and Loveland. A fourth award honors regional neighboring communities in Northern Colorado. Additionally, a Lifetime Achievement Award will be presented, as well as an Emerging Entrepreneur Award and a Regional Spirit Award.

The ultimate Bravo! Entrepreneurs to be honored will come from among these finalists, presented here in alphabetical order:

Fort Collins

Larry Dolgin, Professional Document Management/The Feet

Gretchen Gaede and Ryan Keiffer, A



Train Marketing Communications

■ Doug and Wynne Odell, Odell Brewing Co.

Greeley

- Dale Butcher and Bruce White, Conquest Oil Co.
- Todd and Zeke Garretson, Garretson's Sports Center
 - Trent Johnson, Greeley Hat Works

Loveland

- Hamid and Janice Eslan, The Black Steer Restaurant
- Jerry Helgeson, American Eagle Distributing

Clayton Schwerin, Alliance **Construction Solutions**

Outlying Communities

■ Mike McCurdie, SAFEBuilt, Windsor Chancy and Christi Taylor, Johnson's

Corner, Johnstown

Charles Wilson, A-1 Organics, Eaton

Emerging Entrepreneur

Ben Adams, Adams Bird Control, Fort Collins

- Kelly Giad, Clean Air Lawn Care, Fort Collins
- Sandra Greer, Front Range Business Center, Fort Collins
- Michele Isernia, Logisens Corp., Fort Collins Leon
 - McCauley McCauley,

See BRAVO!, 43A

С 0 R Е С S R Т 0 Ν

In the Oct. 10, 2008, issue of the Business Report, United Western Bank and U.S. Bank were omitted from the Non-Local Banks list. United Western should have ranked eighth with assets totaling \$2.155 billion, and U.S. Bank should have ranked fourth with assets totaling \$242.3 billion.

Two municipalities were omitted from the Largest Municipalities list. The Town of Wellington, with a 2008 projected population of 5,500, should have ranked 13th. And the Town of Berthoud, with a 2007 population of 5,297, should have placed 14th.

The Business Report will correct any errors that appear in its pages. To suggest a correction or clarification, please contact editor Tom Hacker at 970-221-5400, ext. 223, or e-mail him at thacker@ncbr.com.

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Uncertain economic times curtail firms' growth plans

Recent acquisitions, fund infusions not causing expansion

Current economic conditions have at least two Northern Colorado tech compa-

nies that might have otherwise been gearing up for growth now exercising restraint. For Nimsoft, the

Redwood City-Calif.-

based company that



purchased Indicative Software in April, landing \$12 million in financing should have meant a large rampun in employmen

TECHNOLOGY Kristen Tatti

rampup in employment at its Fort Collins research and development center.

"A month ago, the plan was to start recruiting as soon as we got the financing," said John Smith, vice president of corporate strategy and product management and a co-founder of Indicative. That included ramping up the staff at the Fort Collins site, making it a bigger chunk of the company's worldwide operations that now sits at 155 employees. Nimsoft made the site its first U.S.-based research and development center after the Indicative acquisition. Another research center is located in Oslo, Norway.

However, the plan changed quickly as

the credit market became more challenging. "With the current crisis, we will be more tentative," he said. "We're looking at this to excel our organic growth."

Goldman Sachs led the investment, with participation from previous investors JMI Equity and Northzone Ventures. Nimsoft received a \$10.3 million Series A round from JMI and Northzone in January 2007.

The engineers based in Fort Collins which currently has a total staff of only 12 — have been responsible for the integration of the Nimsoft and Indicative products. Smith said the integration is right on track, with new capabilities being launched in the next few months.

According to Smith, the fact that Nimsoft was able to land a round of financing given the current credit climate, especially from a large firm like Goldman Sachs, speaks to the company's prospects. However, Nimsoft customers might not be so lucky.

"We are keeping a keen eye on the market," he said.

The dot-com bubble burst is a not-sodistant memory for technology executives. At the time, Smith was employed with Agilent in the division that was spun-off to create Indicative.

"What I saw overnight was revenue and new licenses just dry up," he said. "I've lived through that once before, so we're obviously being conservative."

Nimsoft serves three main markets – enterprise customers, the middle-market and managed service providers. Based on what occurred during the previous slump, Smith expects the larger deals from enterprise customers to slow first.

While large companies are interested in Nimsoft solutions — which measure and monitor efficiency in IT infrastructures they often have an existing product that will get them by as they reduce spending. Mid-sized companies are less likely to put off purchasing the solution, since it can hinder their ability to grow, Smith explained.

Lastly, the managed service providers could actually see an uptick as the small business customers they serve look to outsource more functions to cut costs.

In all, Smith said that while Nimsoft will be cautious about growth, the company can look at a slower market as an opportunity, as some of its small competitors might struggle to survive.

Rethinking during down cycle

The survival-of-the-fittest situation is present for another Fort Collins technology company, even as it is facing a down cycle.

Earlier this year, contract manufacturer RPM Technologies of Fort Collins was purchased by Sun Valley, Calif.-based RAD Electronics. Acquisitions have grown RAD from \$3 million in revenues to around \$40 million in less than seven years.

RAD, which has acquired five companies since it was formed in 2001, picked up RPM to gain a foothold in the Rocky Mountain region, explained CEO Chuck Mann. In addition to the facilities in Fort Collins and Sun Valley, RAD also has a cable assembly site in Tijuana, Mexico.

RPM was a good target for RAD because both companies focus on low-volume, high-mix manufacturing in industries such as medical, aerospace, military and other high-end, custom electronics. RPM has seen rough times over the past few years after the loss of Advanced Energy, which made up about 85 percent of the company's business going into 2005. At the time of the acquisition in March, RPM employed about 120 and, according to general manager Steve Oschner, is now down to about 70.

Mann is optimistic that high-end U.S. manufacturing is ready for a boost, as costs in China are rising. Many customers are finding that they cannot get quick turnaround and custom enhancements at a cheaper cost overseas, especial once shipping costs are figured in.

"The last 30 days changed everyone's thinking about what they do," Mann said, adding that he expects to see a decline in customer orders during the coming months. For small manufacturers, cash issues are going to become a major concern. But for well-positioned, acquisitionminded companies, that could equate to new prospects.

"I think it's an opportunity," he said. "Our vision is to become a \$400 million to \$500 million company."

Kristen Tatti covers technology for the Northern Colorado Business Report. She can be reached at 970-221-5400, ext. 219 or ktatti@ncbr.com.



Larimer County reaches out to aspiring agriculturalists

Obstacles loom over young farmers facing development demand

LARIMER COUNTY — Larimer County Commissioner Kathay Rennels grew up on a ranch and continues to raise

cattle on her 3,000 acres near Livermore. That agricultural background is a big part of her commitment to keep ag alive in a county that's faced tremendous pressure to develop in recent decades.

For Rennels, one of three Larimer County commissioners, her support of

agriculture is much more than a friendly nudge.

"I'm more than nudging it because if we don't push it now, it could disappear, because only 2 percent of people still have a relationship to a farm," she said. "I want to see it continue forever."

The county recently embarked on a mission to revitalize agriculture by focusing on how to help young want-to-be farmers carve out a niche for an agricultural enterprise. Through its Economic Development Project, the county will be offering family business classes in January and is hosting a Web site — www.lcbe.org — that gives those interested in a rural occupation some ideas on how to go about finding something that might work, and be affordable, on a small piece of ground.

Small-parcel living

Rennels said the key to success in today's farming world — if you didn't grow up on a family farm and inherit it is to be innovative and find a way to make a living on a plot of land much smaller than in the past.

Ideas for consideration include wind farms, organic herb gardens, raising goats for meat and cheese, starting a winery, horse boarding and training — ag operations not usually associated with farming. But with the right kind of innovation, Rennels believes those kinds of operations can be successful and contribute to the county's agricultural heritage.

"We're now taking another look at what is an ag venture," she said. "Young farmers are saying, 'I can make a living on 40 acres.' This is an attempt to retool what we have and to continue to allow the next generation of these folks to continue in agriculture.

"I am so excited because the younger generation is looking at the innovation of what can you do," Rennels said.

Unlike its agriculturally focused neighbor to the east — Weld County — Larimer

County's agricultural base has been on the downswing for decades. In fact, the Larimer County chapter of Future Farmers of America disbanded in the early 1980s, according to the county Cooperative Extension office.

Land prices soar

Skyrocketing prices for land development — particularly in the southern part of the county — have shut down many former farming operations. But over the last decade, the county has fostered the continuation of farming through its Rural Land Use Process, which offers landowners the opportunity to develop part of their land while retaining a portion for open space and ag operations.

Jon Slutsky, chairman of Larimer County's Agricultural Advisory Board, praises the work of the RLUP but admits it's not been easy to maintain agriculture in the county. "It's certainly a challenge," he said. "There's so many pressures on agriculture and pressures to develop. We're in a beautiful location with lots of infrastructure so it is an uphill battle."

Slutsky has some experience in getting started in farming, scraping together money in 1981 to start the La Luna Dairy near Wellington. Obtaining the money to begin farming is the biggest obstacle, he said, but renting land and buying used equipment is one possible way to break through that.

Expensive business

"Then, if you do well, you can apply for loans and who knows what can happen," he said. "But it's an expensive business to get into."

Geniphyr Ponce-Pore, director of the county's Economic Development Project, said the county is partnering with the Small Business Development Corp. to help aspiring farmers "create a business plan they can take to the bank."

"What we've heard is getting into a large farm is just too expensive, so this gives them an 'in' in getting started in farming in Larimer County," she said.

Ponce-Pore said she hopes the county can facilitate the continuation of agriculture through its efforts with business classes, online information and strong commissioner support.

"We'd like to be a resource so they can go to one place and find out the opportunities available to them," she said. "If we can soften that learning curve, it helps them get started."

Rennels said even counties like Weld will sooner or later face challenges to the future of their agricultural economy.

"Hopefully, we can set a template so when another county needs it, we have a path," she said.

Steve Porter covers agribusiness for the Northern Colorado Business Report. *He can be reached at 970-221-5400, ext. 225, or at sporter@ncbr.com.*

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Steve Porter

THE EDGE



TIME OUT

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When good debt becomes very bad

It's time to call in collections pros to recover what's owed

By Paige Ingram news@ncbr.com

Asking someone for money is rarely a pleasant exchange. When it comes to businesses asking for owed payments, it can get even more ugly.

Obtaining court orders, filing paperwork and locating debtors can all be time-consuming tasks. That's where a professional collection agency can come in.

There are two different kinds of collection agencies — those that charge businesses a fee or percentage of the total debt, in exchange for collecting on the business' behalf, and those that purchase debts from businesses for a fraction of the value of the debts, and independently pursue the debtors for the full value owed. The second type are known as factors.

Either way, businesses can effectively remove debt from their accounts receivable records, with the difference between the amount collected and the full value of the debt written off as a loss.

See COLLECTIONS, 41A

How to get paid

When the economy goes bad, businesses find some of their debts do, too, and the longer an account goes unpaid, the more difficult it becomes to collect. No account, with the exception of some government or certain medical claims, should be hanging around uncollected for more than 90 days.

After the original billing goes out, a notice should be sent at 30 days, 60 days and 90 days past due, and attempts made to get the debtor on the phone. By 120 days, if there has been no response or satisfactory agreement reached, it's time for serious measures. Options include:

Pre-collect notice

For a very small fee per account, a collection agency will send a notice basically saying, "Make arrangements to pay or we'll take this account over." The client has the chance to pay your business directly, but if they don't respond at this point, they have chosen to deal with the collection agency.

Collection agencies

When you turn the account over to collections, you have "sold" the account to the agency to collect, usually on a contingency basis. So, if the agency collects a \$500 debt on your behalf, you would receive a check for \$250 (or whatever percentage you agreed upon) and the account would be considered paid in full.

As with any business, it is important to check the agency's background with the Better Business Bureau, Secretary of State or other area businesses who have used its services. Because collection laws vary from state to state, always use a local agency

Sue them yourself

You may hire your own attorney or go to court by yourself, depending on the amount of the debt. It is time-consuming, but with some proper training and organization, you will be able to manage the process on your own. As always, consider the tradeoff of time for more productive activities, such as generating new business, that you could be pursuing.

SOURCE: SMALLBUSINESSNOTES.COM

FogBugz great software for managing tasks

GEEK NEWS Peter Kent

Tracking details not just for development teams anymore

Since early in 1979, I've used computer software for work, I've tested software for development teams, evaluated software to see if it could help me in my businesses, redesigned user interfaces, reviewed software for magazines, written about software in books. I've had a lot of exposure to software!

Over the years I've used literally thousands of different programs. I've seen the good, I've seen the bad. And most is bad. The average piece of software is, well, average, and average in the software business is pretty bad.

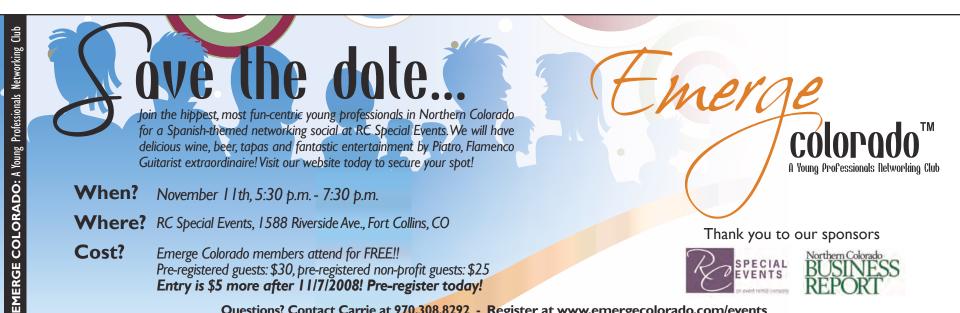
So it's a pleasure to run across a program that really knocks

your socks off, a system that works so well, so much better than average, that it's a real eye-opener. That program for me right now is FogBugz (www.FogBugz.com). The publisher, Fog Creek Software, describes FogBugz as a "complete project management system designed to help software teams to communicate."

Wait! Before you non-developers leave, you should understand that Fog Creek undersells itself. FogBugz is a projectmanagement system, and it's designed for software teams, but it's a great little tool for any team that has to work together closely on projects in which tasks are assigned, shared, switched between team members and so on.

I use FogBugz with software-development teams, but I also have an account that I use with my personal assistant, to help us keep track of tasks. In fact, Fog Creek provides free, hosted

See FOGBUGZ, 27A



Questions? Contact Carrie at 970.308.8292 - Register at www.emergecolorado.com/events

Community arts facilities celebrate milestones

CSU arts center, UCCC, Lincoln Center join to entertain region

Two celebrations in 2008 — the 20th anniversary of the Union Colony Civic Center in Greeley and the 30th anniversary of the Lincoln Center in Fort Collins and the opening of the new University

Center of the Arts at Colorado State University demonstrate the ongoing desire for quality cultural and arts entertainment in Northern Colorado.



BUSINESS AND

THE ARTS

Kiki Gilderhus

In this period of financial crisis, how are these municipally funded civic centers doing economically? What effect does the current downturn have on the community arts

scene? And now that the Wall Street "Masters of the Universe" are scrambling for jobs, is this a good time to be a performing arts major?

The UCCC and the Lincoln Center are funded by the cities of Greeley and Fort Collins, respectively. UCCC director Mark Breimhorst sees both as a part of a national trend that began some 30 years ago. Today most cities have a performing arts center, and as he observes, "The theatre is what helps make a whole, healthy community."

Earlier this year, some Greeley officials discussed the privatization of several recreation facilities, including the UCCC. Members of the arts community opposed the plan, and later City Manager Roy Otto indicated the city never seriously considered such a proposal. Critics worry that privatization will change the UCCC's mission and ruin the local arts scene.

Breimhorst said that commercial venues like the Budweiser Event Center in Loveland can reap additional profits from concessions sales and parking. In contrast, the UCCC makes its mission to provide a professional space for various nonprofit organizations.

The Civic Center charges two different rates for commercial productions, such as Broadway shows, and nonprofit events like



MOVIN' OUT – Publicly funded performing arts centers such as Lincoln Center in Fort Collins and Greeley's Union Colony Civic Center bring touring companies of big Broadway musicals like Billy Joel's "Movin' Out" to Northern Colorado. Such shows, while popular with ticket holders, are increasingly expensive to produce, and local programmers are always looking for ways to trim costs and boost sales.

All-State Orchestra performances. This allows 10 to 15 public schools to uses the theater for student shows, and Breimhorst estimates that some 30,000 students perform on stage every year, experiencing a large, professional theater.

Another challenge for civic theaters like the UCCC and the Lincoln Center is launching a new product every year.

"We determine what will be an effective and successful lineup, tailored to the community," Breimhorst said, and typically a diverse program of events will have different levels of public reception. "For example, Vince Gill sold out in two days, while the Broadway musical 'The 25th Annual Putnam County Spelling Bee' is less known and not doing as well. And in this current economic environment, people may not be as willing to spend money on an unfamiliar Broadway show."

Box office distress

Although city-owned centers may be more financially insulated than commercial theaters during the downturn, broader economic distress affects the box office. Ticket sales at the UCCC are down 2 percent from last year.

"We've trimmed our budgets and staff 25 percent in the last years and we've not dropped any major programs," Breimhorst said. "We've become more efficient, and we do that to be responsible to the taxpayers."

Susan Herlihy, Lincoln Center public relations coordinator, characterizes ticket sales as flat. "This is exactly the time we need to be on our game in what we offer," she said. "People still will come out and see the shows. Sales of Capitol Steps are doing quite well — It's an election year, it's a comedy, and it's politically astute."

Part of the game is being creative with ticket sales and promotions.

"We've also introduced flexible buying where you can still receive a discount if you purchase five tickets from across all of our series," Herlihy said. "We have a really strong reputation in customer service, and we try to focus on that as well."

Cultural Services and Facilities Director Jill Stilwell is optimistic about the future of the Lincoln Center. In August, the Fort Collins City Council approved a Cultural Plan to serve as the guiding document for the development of arts, culture and science.

A consulting team determined that the highest priority is a new 1,500-1,800 seat Performing Arts Center, followed by the remodeling of the Lincoln Center to house a 600-800 seat theater, a small black-box theater and rehearsal spaces. A new Performing Arts Center will allow for bigger, more complex Broadway shows and facilitate larger audiences.

In the short term, the Lincoln Center will begin renovations with the Building on Basics tax renewal money in 2010. The funds will provide new lighting, bathrooms, carpeting, upgraded acoustics and modern conference facilities.

Collaboration key

Lincoln Center also collaborates with CSU's University Center of the Arts, which hosts the Classical Music Series in the new Edna Rizley Griffin Concert Hall.

"It's a symbiotic relationship," Herlihy said. "Our audience loves being able to go over there. They love the hall, and they love not being lost in a bigger hall."

Located in the renovated old Fort Collins High School on Remington Street, the UCA houses the departments of Music, Theatre and Dance as well as five state-ofthe-art performance facilities including the Griffin Concert Hall, University Theatre, Studio Theatre, University Dance Theatre and the Organ Recital Hall.

"The UCA draws attention to the arts on a campus otherwise largely known for its excellence in veterinary medicine, engineering, and natural sciences," said John Didier, associate dean in the College of Liberal Arts. "It enables the school to attract both high quality educators and performers and thus better train its students."

"It seems counterintuitive," Didier explained. "But some studies indicate that in times of economic recession, people's personal expenditure on entertainment increase, rather than decrease. People flocked to entertainment during the Depression, as a way of escaping their troubles."

Kiki Gilderhus, head of Art History Liberal Studies at Rocky Mountain College of Art + Design in Denver, covers the arts in Northern Colorado for the Business Report quarterly. Contact her at news@ncbr.com; send arts calendar items to nguillaume@ncbr.com.



REGIONAL ARTS EVENTS

- Oct. 27 My Private Italy, from 7:30 to 9:30 p.m., Lincoln Center, 417 W. Magnolia in Fort Collins. By John McCurdy. Journey through the magic of everyday experiences in northern Italy. Meet a mask maker in Venice, attend a wedding in Livorno. McCurdy's adventures are interspersed with home movies from the 1950s and 1960s. Cost: \$9. Contact: Lincoln Center Box Office at 970-221-6730 or Sherlihy@fcgov.com.
- Nov. 1 "Forever Plaid," from 7:30 to 9:30 p.m., Nonesuch Theater, 216 Pine St. in Fort Collins. The musical written by Stuart Ross in 1990, is a revue of the close-harmony "guy groups" that reached the height of their popularity during the 1950s. Visit www.nonesuchtheater.com Contact: Nonesuch at 970-224-0444.
- Nov. 1 Tribute to Patsy Cline and Roy Orbison, from 7 to 9 p.m., Fort Collins Senior Center, 1200 Raintree Drive in Fort Collins. From Stars Alive, music legends group Pat Atkinson and Terri Garcia will present a tribute to Patsy Cline and Roy Orbison. Snacks and cash-bar available. Cost: \$20. Visit www.fcgov.com/north for more information. Contact: 970-221-6655.
- **Nov. 2** "Obama Mia & The McCain Mutiny," from 7 to 9:30 p.m., Lincoln Center, 417 W. Magnolia in Fort Collins. The Mostlies are back with a new Election 2008 double feature of music, comedy and parody review. Cost: \$12. Visit www.lctix.com for more information. Contact: Lincoln Center Box Office 970-221-6730.
- Nov. 1 29 "As You Like It," OpenStage Theatre, 400 N. College Ave. in Fort Collins. William Shakespeare's lighthearted, pastoral comedy portrays love as a force for happiness and ridicules those who revel in their own suffering. Cost: Call for prices. Contact: OpenStage at 970-484-5237.
- Nov. 6 Hidden History of the Poudre River, from 6 to 7 p.m., Community Room, 215 N. Mason St. in Fort Collins. Learn the role that the Poudre River played in the region's history. Visit http://fcgov.com/naturalareas

for more information. Contact: Zoe Whyman 970-416-2815 or naturalareas@fcgov.com.

- **Nov. 6** Collegium Musicum Concert, from 7:30 to 9:30 p.m., Cassavant Organ Recital Hall, University Center for the Arts, 1400 Remington St. in Fort Collins. Collegium Musicum is dedicated to the performance of Western and Non-Western European music from the medieval Renaissance Baroque. Cost: \$5/CSU students, \$10 public. Visit www.csutix.com for more information. Contact: CSU Ticket office 970-491-4849.
- Nov. 7 First Friday Gallery Walk, from 6 to 9 p.m., Downtown Fort Collins. Held the first Friday of every month, art enthusiasts take a self-guided walk to over 15 galleries and museums featuring local, regional and national artists. Contact: 970-482-2232.
- Nov. 7 8 "Street Scene" by Kurt Weill, from 7:30 to 10 p.m., Griffin Concert Hall, University Center for the Arts, 1400 Remington St. in Fort Collins. An American opera about working class life in New York City in 1947. Cost: \$10/CSU students, \$25 public. Visit www.csutix.com for more information. Contact: CSU Ticket office 970-491-4849.
- Nov. 7 Warren Miller's "Children of Winter," from 6:30 p.m. to 11:30 p.m., Lincoln Center, 417 W. Magnolia in Fort Collins. The film showcases footage from Japan, Austria, British Columbia, Alaska and Iceland. A second show starts at 9:30 p.m. Cost: Free. Contact: Outpost Sunsport at 970-225-1455.
- Nov. 12 Dr. Mehmet Oz Lecture, from 7 to 9 p.m., Budweiser Events Center, 5290 Arena Circle, in Loveland. The health expert, author and frequent "Oprah Winfrey Show" guest will share his secrets of living to 100 and beyond. Cost: \$50/ticket. Visit www.budweisereventscenter.com to purchase tickets.
- Nov. 12 15 "Movin' Out," from 7:30 p.m. to 10 p.m., Lincoln Center, 417 W. Magnolia in Fort Collins. This musical brings Billy Joel's classic hits to new life as it tells the story of five life-long friends over two turbulent decades. Visit www.lctix.com or call 970-

221-6730 for tickets. Contact: Susan Herlihy at 970-416-2752 or sherlihy@fcgov.com.

- Nov. 7 12 28th Annual Great Christmas Hall, from 9 a.m. to 8 p.m., Lincoln Center, 417 W. Magnolia in Fort Collins. The Hall of Trees features Christmas tree displays and holiday table settings. Funds raised through the Great Christmas Hall support the Lincoln Center's Out to Lunch summer concerts, Children's Summer Series, the sculpture garden and more. Cost: Free. Contact: Lincoln Center Box Office at 970-221-6730.
- Nov. 7 9 Hall of Gifts, Times vary, Lincoln Center, 417 W. Magnolia in Fort Collins. Artisan's sale features over 50 booths of handcrafted items in the Canyon West and Columbine rooms. Cost: \$3/adults, \$1/children 12 and under. Contact: Lincoln Center Box Office at 970-221-6730.
- Nov. 14 National Philanthropy Day in Colorado, starting at 11 a.m., Renaissance Denver Hotel, 3801 Quebec St. in Denver. National Philanthropy Day is the day set aside to recognize and pay tribute to the great contributions that philanthropy and those people active in the philanthropic community have made to our lives, our communities and our world. The luncheon will honor individuals, organizations, foundations, businesses and corporations for exceptional philanthropic and volunteer contributions in Colorado. Register online at www.blacktie-colorado.com/rsvp. RSVP code: NPD08. Cost: \$45/person. Registration Deadline: Nov. 3.
- Nov. 14 1940s Radio Christmas Carol, from 7:30 to 10 p.m., Bas Bleu Theatre, 401 Pine St. in Fort Collins. Premiere of the new musical version of last year's hit - Spike Jones meets Charles Dickens. Contact: Bas Bleu at 970-498-8949 or at www.basbleu.org.
- Nov. 15 Greeley Philharmonic Orchestra Concert 3/ Fantasies and Dreams, starting at 7:30 p.m., Union Colony Civic Center, Monfort Concert Hall, 701 10th Ave. in Greeley. Featuring Glen Cortese, conductor; soprano. Lauren Flanigan, Visit

www.GreeleyPhilharmonic.com for more information. Contact: Jeannette Kolokoff at 970-356-6404 or greeleyphil@gmail.com.

- Nov. 20 Behind the scenes of "Cendrillon," from 7 to 7:45 p.m., University of Northern Colorado Landworthy Theatre, 10th Ave. and 17th St. Here's your chance to discover how a production is created. Cost: \$10. Contact: Susan Nelson at 970-351-2200 or at susan.nelson@unco.edu.
- Nov. 29 Christmas with the King, starting at 7:30 p.m., Union Colony Civic Center, 701 10th Ave. in Greeley. George Gray and his 16-member Elvis Experience Tribute Band will perform traditional Christmas favorites and glorious gospel hits in classic Elvis Presley style! Tickets include FREE admission to the Festival of Trees. Cost: \$18, \$16, \$12. Center Circle \$25. Contact: www.kingrockandroll.com.
- Nov. 29 Dec. 6 2008 Festival of Trees, starting at 11 a.m., Union Colony Civic Center, 701 10th Ave. in Greeley. Celebrate the holidays in a winter wonderland of beautifully decorated trees and wreaths. Cost: \$1/children 12 and under and seniors 65 and over, \$2/adults. Contact: www.greeleygov.com/CultureArt/FestivalOfTrees.aspx.
- Dec. 12 A Soulful Season, from 7 to 9 p.m., First United Methodist Church, 1005 Stover St. in Fort Collins. The Larimer Chorale, under the direction of Michael T. Krueger, will present its 4th annual seamless, surround-sound celebration of holiday pageantry and wonder...this year, with a soulful twist. Group ticket discounts available - visit www.fortnet.org. Cost: Prices vary. Contact: Marie Krizanovic at 970-377-1975 or krizanovics@aol.com.
- Jan. 3 31 "Doubt," OpenStage Theatre, 400 N. College Ave. in Fort Collins. Doubt, a parable by John Patrick, is set in a Bronx Catholic school in 1964, where a strong-minded Mother Superior wrestles with conscience and uncertainty as she is faced with concerns about one of her male colleagues. Cost: Call for prices. Contact: OpenStage at 970-484-5237.



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PICTURED: (LEFT) NICK TURNER CANDLELIGHT DINNER PLAYHOUSE (RIGHT) MIKE LONG DAVINCI SIGN SYSTEMS

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CALENDAR

- Oct. 25 Character Fort Collins, from 8:30 a.m. to 1 p.m., First Presbyterian Church, 531 S. College Ave. in Fort Collins. Cost: \$35/person or couple. Contact: CFC at 970-266-2671 or exec. asst@characterfortcollins. org.
- Oct. 25 Copa-Cat-Bana, starting at 6:30 p.m., The Ranch, 5280 Arena Circle in Loveland. This event for animal lovers will feature silent and live auctions, adoptable animals, entertainment and gourmet food. Register online at http://www.larimerhumane.org. Cost: \$90/person, \$650/table of eight.
- Oct. 25 That Book Inside You: How to Write It, Publish It, Sell It, from 9 a.m. to noon, Windsor Recreation Center, Main Street in Windsor. Cost: \$65/members, \$75/non. Contact: Kerrie Flanagan at 970-282-7754 or kerrie@ncwc.biz.
- Oct. 25 Windsor Chamber of Commerce Business Before Hours, from 7:30 to 9 a.m., Garden Valley Vet, 32450 Highway 257 in Windsor. Cost: Free. Contact: Windsor Chamber at 970-686-7189 or information@windsorchamber.net.
- **Oct. 25** Windsor Chamber Halloween Promotion, from noon to 3 p.m. Windsor Chamber Businesses will open their doors for all the little trick or treaters. Contact: Windsor Chamber at 970-686-7189 or information@windsorchamber.net.
- **Oct. 27** NoCoNet presents Power Up Your Job Search, from 8 to 10 a.m., Faith Evangelical Free Church, 3920 S. Shields in Fort Collins. Cate Meyer will present. The group meets weekly. Cost: Free. Contact: NoCoNet at noconetinfo@yahoogroups.com.
- Oct. 28 Right Start II Taxes and Recordkeeping, from 8:30 a.m. to noon, Key Bank Tower, 125 S. Howes St., Suite 150 in Fort Collins. Cost: \$40 if pre-paid, \$45 the day of the event. Contact: SBDC at 970-498-9295 or sbdc@frii.com.
- **Oct. 29 30** Naturally Boulder Days, St. Julien Hotel & Spa, 900 Walnut St. in Boulder. Learn why Boulder is an epicenter of entrepreneurship, innovation and healthy lifestyles and how these attributes can ben-

DESTINATION

efit and foster new and established companies. Cost: Call for price. Contact: Jen Marshall at 303-449-2108, ext. 18 or jen@freshideasgroup.com.

- Oct. 28 20 NCMC Wellness Services Flu Clinics. For dates, times and locations of the clinics visit www.bannerhealth.com, keyword NCMC Flu Shots or call 970-350-6006. Contact: NCMC at 970-350-6006.
- **Oct. 29** Veterans Job Fair & Benefits Seminar, from 1 to 4 p.m., Hilton Fort Collins, 425 W. Prospect Road in Fort Collins. Various employers and regional representatives from resource organizations will be on hand to share information and answer questions. Cost: Free. Contact: Gill at 970-498-6651.
- Oct. 30 Get Connected @ Your Library, from 7:30 to 8:30 p.m., Lincoln Park Library, 919 Seventh St. in Greeley. Cost: Free. Registration Deadline: Oct. 27. Contact: Melissa Jensen at 970-590-9881 or miensen@weld.lib.co.us.
- Nov. 1 Blitz Build, from 8 a.m. to 4 p.m., Habitat job site, 2833 William Neal Parkway in Fort Collins. The Build will be a combined effort to bring a house from slab to walls in a single day. Contact: Cathie Waugh at 970-488-2600 or cwaugh@fortcollinshabitat.org.
- Nov. 1 Evergreen Evening Gala, from 6 to 11 p.m., Hilton Fort Collins, 425 W. Prospect Road in Fort Collins. All proceeds benefit the Banner Simulation System at McKee. Cost: \$125. Contact: Dawn Paepke at 970-203-2519 or dawn.paepke@bannerhealth.com.
- Nov. 1 Birds of Prey Classes, from 9 to 5 p.m., Rocky Mountain Raptor Center, 720B E. Vine Drive in Fort Collins. Session 1 - Nov. 1, Why Birds Are Cool; Session 2 - Nov. 8, What Is That Crazy Bird; Session 3 - Nov. 15, Wow! I Think I Saw An Eagle. Cost: \$60/session, \$160/all three sessions. Contact: RMRP at 970-484-7756.
- Nov. 1 Challenge 25 Fitness-a-Thon Benefit for Make-A-Wish, Gold's Gym, 910 E. Eisenhower Blvd. in Loveland. The event allows participants to take part in special 100-minute aerobics, spin and yoga classes to benefit the Make-A-Wish Foundation of

Colorado. Contact: Infinite USA at 970-381-3255.

- Nov. 3 NoCoNet presents Create Your Own Position, from 8 to 10 a.m., Faith Evangelical Free Church, 3920 S. Shields in Fort Collins. David Mullaney will present. The group meets weekly. Cost: Free. Contact: NoCoNet at noconetinfo@yahoogroups.com.
- Nov. 4 Front Range PC Users Group Meeting, from 7 to 9 p.m., Fort Collins Senior Center, 1200 Raintree Drive in Fort Collins. Mailing Label Magic: Just in time for the holiday season – labels are not just for addresses.
- Nov. 4 What's Next?, from 6 to 9 p.m., Front Range Community College - BP113, 4616 S. Shields St. in Fort Collins. The kids are raised, the nest is empty, you've had a great career, so... what's next? Registration Deadline: Oct. 28. Contact: FRCC Continuing Education at 970-204-8686 or laurie.rue@frontrange.edu.
- Nov. 5 Bravo! Entrerepreneur Awards, from 5:30 to 9 p.m., Island Grove Events Center, 501 N. 14th Ave. in Greeley. Cost: \$75. Registration Deadline: nomination deadline is Aug. 1. Contact: James Rath at 970-221-5400, ext. 202 or ddahlgren@ncbr.com.
- Nov. 5 Fort Collins Area Chamber of Commerce Business Before Hours, from 7:30 to 9 a.m., location TBA. Contact: Erin Collins at 970-482-3746 or ecollins@fcchamber.org.
- Nov. 6 Loveland Chamber of Commerce Business After Hours, from 5:30 to 7 p.m., King Buick-Pontiac-GMC, 401 S. Lincoln in Loveland. Cost: \$12 if pre-registered, \$15 at the door. Contact: LCC at 970-667-6311.
- Nov. 7 Loveland Feed & Grain Restoration Benefit, from 6 to 10 p.m., Loveland Feed & Grain, 130 W. Third St. in Loveland. An evening of music, food, auctions and art will benefit the Loveland icon. Buy tickets at https://feedandgrain.ticketleap.com. Cost: \$10/person.
- Nov. 7 Excel Basic, from 8 a.m. to 5 p.m., Front Range Community College - BP113, 4616 S. Shields St. in Fort Collins. Cost: \$149. Registration Deadline: Nov. 5. Contact: FRCC Continuing Education at 970-204-8686 or laurie. rue@frontrange. edu.

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BRIEFCASE

Nonprofit notes

Northern Colorado AIDS Project has updated its brand and community outreach message: Growing stronger every day. The branding change will integrate a renewed focus on increasing community awareness and accessibility of HIV testing, case management and prevention education services.

Turning Point received a \$1,000 donation from the **Fort Collins Running Club** to support the promotion of running for high-risk youth in Turning Point programs. For more information about Turning Point visit www.turningpnt.org.

KUDOS

Golden-based **Proterra LLC** showcased its prototype HFC 35 zero-emission transit bus at the **American Public Transportation Association** exposition in San Diego Oct. 6. The battery-dominant hybrid-electric bus is powered by Frederick-based **UQM Technoligies Inc.** PowerPhase 150 propulsion system. The PowerPhase 150 features regenerative braking and system energy efficiency of over 90 percent across substantially all of its performance regime. The bus on display will be put into service in Columbia, S.C., in 2009.

The city of Loveland's Parks and Recreation Department received the 2008 Columbine Award for renovation project design from the Colorado Parks and Recreation Association in September. The award recognized the restoration of the ballfield complex at Centennial Park in 2003 and for the city's commitment to maintaining quality parks facilities and the long-term support of youth sports facilities.

Information and Real Estate Services, the multiple listing service for Northern Colorado, has added WalkScore.com technology to property listing information on its Web site at ColoProperty.com. Walk Score rates the "walkability" of neighborhoods factoring in amenities within walking distance, such as restaurants, stores, schools, libraries, parks, etc. WalkScore.com also offers users the option of adding their favorite vendors and other locations to the list of nearby services.

NEW PRODUCTS AND SERVICES

Fort Collins-based **Water Colorado LLC**, specializing in buying, selling and renting Colorado water rights, has launched its new Web site at www.watercolorado.com. **Red Rocket Media Group LLC** of Fort Collins developed the site.

Portable Rental Systems has launched a new Web site at www.portablerentalsystems.com. The site offers resources to help plan and assess portable sanitation needs, as well as information on planning and permitting, for a special event, commercial or construction project.

NEW LOCATION

Indigo Gallery will be relocating from 163 W. Mountain Ave. to 119 W. Oak St. in Old Town Fort Collins Nov. 1. Indigo Gallery provides in-house framing, art consulting and installation services to retail stores, restaurants, hotels and private residences.

DEALS

Durango-based **Colorado Premier Training** has partnered with **CPP**, an aerodynamic consulting and wind engineering firm in Fort Collins. CPT, specializing in cycling, triathlon, ultra-endurance and running training, will conduct aerodynamic testing in CPP's wind tunnel and have the opportunity to consult with CPP's staff who study the effects of wind near the Earth's surface.

DEADLINES

monia immunization clinics through November. Residents of Loveland, Fort Collins, Eaton, Wellington and Johnstown can visit any of the clinic without an appointment. Visit www.gooddaypharmacy.com for more information.

The **U.S. Small Business Administration** is now accepting nominations for its 2009 Colorado Small Business Week Awards. Award categories include Small Business Person of the Year, Minority Small Business Champion, Women in Business Champion, Veteran Small Business Champion, Small Business Exporter of the Year, Financial Services Champion, Small Business Journalist Champion, Young Entrepreneur of the Year and Entrepreneurial Success. The deadline for all nominations is Nov. 21. To receive a nomination package, contact Christopher Chavez, SBA's Public Affairs Director at 303-844-0501 or christopher.chavez@sba.gov.

The **Governor's Energy Office** is taking applications for the third New Energy Economic Development round of grants. The NEED III grants will be used to target investments in emerging technologies, grow the market penetration of well-established technologies and attract New Energy Economy investment to Colorado. The NEED grant program application deadline is Nov. 3. For more information about the NEED III grants, including the application information, visit the GEO Web site and check under Resources at www.colorado.gov/energy.

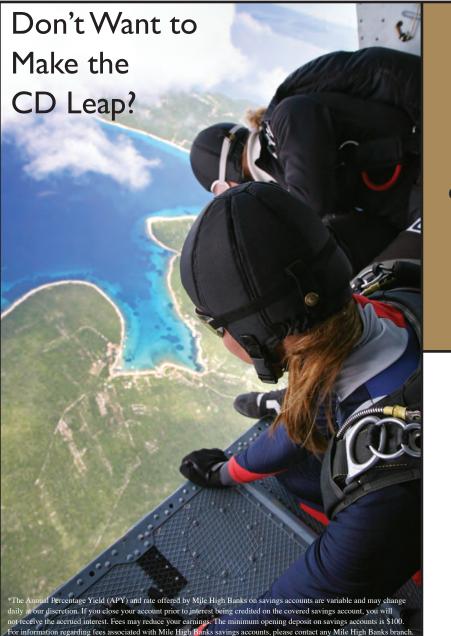
If you have an item to share about name changes, new products or business news of note, e-mail it to Noah Guillaume at nguillaume@ncbr.com, or mail it to Briefcase at NCBR, 141 S. College Ave., Fort Collins, C0 80524.

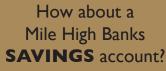
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ON THE JOB

NONPROFIT

Bill Friedman and Steve Mason have been elected new directors of Legacy Land Trust. Re-elected to the board are Sheila Baker, Jean Sutherland and Bud Clemons. Friedman is a retired member of the District of Columbia Bar. Mason, a former environmental attorney, is an investment adviser in Fort Collins.

FINANCE

Tom Selders has joined Elite Investments in Greeley as an investment representative. Selders owns and operates Greeley Computer Services, and is a former chief financial officer and owner of Big R Manufacturing as well as former mayor of Greeley.

ACCOUNTING

Douglas P. Reeb and Douglas M. Slaybaugh have been elected as principals in the Ehrhardt Keefe Steiner & Hottman PC audit service area. Brent S. Hendricks has been elected as principal in EKS&H's tax service area. These individuals join the firm's 39 other principals.

ACADEMICS

Patricia Matijevic, dean for Student Services at Aims Community College in Greeley, has been selected as one of only 35 community college leaders to attend the Executive Leadership Institute. The institute, to be held in December, provides the opportunity for participants to refine their skills and participate in discussions.

Russell E. Ward has joined the Institute of Business and Medical Careers as a business and general education adjunct instructor at the Greeley campus. Elizabeth M. Fowler has joined the institute as an adjunct instructor for the Medical and Billing and Coding Program at the Greeley campus.

HEALTH CARE

Grant Taylor, D.O., a Fort Collins family physician, has joined Banner Health. Taylor has worked in Fort Collins, Denver and Walsenburg as well as Oklahoma, New Mexico and California in family medicine, urgent care, emergency medicine and sports medicine. MEDIA/MARKETING

RYAN

ABEL

Josh Ryan has joined Rocket Jones Interactive in Fort Collins as a technical Web developer. Ryan will be responsible for programming and Web development.

TECHNOLOGY

Belah Ahel Charla Leighton and Mikell Benton have joined the Professional Document Solutions Inc. Northern Colorado sales team. PDS provides products and solutions for document production and management.

GOVERNMENT

Larimer County Commissioner Randy Eubanks has been named Wilderness

BENTON

LEIGHTON

Hero for the month of October by the nonprofit national wilderness advocacy group Campaign for America's Wilderness for his work and commitment to the wilderness.

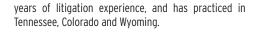
Brinkman Partners in Fort Collins, has been elected board chair of Junior Achievement - Rocky Mountain Inc. Brinkman succeeds William G. Stiewig, vice president and senior relationship manager for Wells Fargo. Other recently elected board members include Jim Blatter, business manager. Anheuser-Busch Inc.; Kregg Listen, president, Zateca Foods; and Travis Gillmore, vice president,

The Board of Larimer County Commissioners appointed David Born of Estes Park, Tim Dolan of Fort Collins and Judith Jones of Loveland to the Larimer County Office on Aging Advisory Council. The Council advises the commissioners and the Office on Aging on issues and in all matters of planning for older adults in Larimer County.

Fort Collins resident Linda Gabel received the Board Member of the Year award for her distinguished service on the board of Larimer Center for Mental Health. The award also recognized Gabel's courage to respond to personal tragedy with a commitment to giving back to hundreds of people within her community.

LAW

Peter J. Dauster has joined Myatt Brandes & Gast P.C. in Fort Collins as an associate attorney with an emphasis in civil litigation. Dauster has more than 17



MISCELLANEOUS

Katrina Daniel, employment specialist at the Larimer County Workforce Center, won a statewide award at the Employment First conference held last month for placing nearly 200 people in jobs in program year 2008. Daniel had the highest number of customers obtaining employment in the entire state. This is the third year in a row that she has received this award.

The book "High IQ Kids: Collected Insights, Information, and Personal Stories from the Experts." edited by Fort Collins residents Deborah Robson and Judy Fort Brenneman and former Estes Park resident Kiesa Kay, won the 2008 Legacy Book Award in the Parent/Family category.

The Sonny Lubick Steakhouse has hired its management staff. Toby Sheppard will serve as executive chef, Bruce Wallace joins as service manager, Josh Stoos is chef, and Todd Hinton will serve as bar manager. The restaurant, located in the former Nico's Catacombs location in Old Town Fort Collins, is scheduled to open late this month.

If you have an item to share about a promotion, job change or career news of note, e-mail it to Noah Guillaume at nguillaume@ncbr.com, or mail it to On The Job at NCBR, 141 S. College Ave., Fort Collins, CO 80524.

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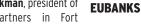


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STOCK WATCH

		TICKED	CLOSING PRICE	CLOSING PRICE	NET CHANGE IN	PERCENT CHANGE	DEDIOD		
FYCH	COMPANY	TICKER SYMBOL	10/17/08	9/17/08	IN PERIOD	IN PERIOD	PERIOD HIGH	PERIOD LOW	AVERAGE VOLUME
Vas	Advanced Energy Industries Inc.	AEIS	10.62	13.68	-3.06	-22.37	15.35	9.54	546422
as YS	Advanced Micro Devices Inc.	AMD	4.12	5.30	-1.18	-22.26	5.42	3.81	28869591
YS	Agilent Technologies Inc.	A	23.22	31.37	-8.15	-25.98	32.91	22.15	3702252
YS	Agrium Inc.	AGU	35.70	75.76	-40.06	-52.88	84.59	34.27	8960470
as	American Capital Strategies Ltd.	ACAS	14.95	18.60	-3.65	-19.62	28.08	13.2	4133409
YS	Anadarko Petroleum Corp.	APC	33.50	51.38	-17.88	-34.8	57.78	27.5	11390200
YS	Anheuser Busch Cos. Inc.	BUD	59.95	64.40	-4.45	-6.91	67.15	58.5	12557096
as	Aristotle Corp.	ARTL	6.37	7.95	-1.58	-19.87	8.48	6.1	7878
YS	Atmos Energy Corp.	ATO	21.95	25.86	-3.91	-15.12	28.25	21.17	757104
YS	Automatic Data Processing	ADP	33.36	42.40	-9.04	-21.32	44.62	32.98	4753200
TC	BAE Systems PIC	BAESY.PK	30.05	30.10	-0.05	-0.17	32.04	30.05	165725
YS	Barnes and Noble Inc.	BKS	20.74	29.05	-8.31	-28.61	29.06	20.42	940800
YS	Beckman Coulter Inc.	BEC	58.68	70.98	-12.3	-17.33	72.02	57.2	592470
YS	BJ Services Co.	BJS	12.94	13.40	-0.46	-3.43	13.4	12.94	18077950
	Broadcom Corp.	BRCM	14.48	20.59	-6.11 -23.12	-29.67 -23.35	21.39	13.75 75.91	15973139
YS YS	Burlington Northern Santa Fe Capitol Bancorp Ltd.	BNI CBC	75.91 11.77	99.03 20.76	-23.12	-23.35	100.71 23.26	11.77	5938904 92339
YS	Centex Corp.	CTX	9.23	14.72	-5.49	-37.3	17.78	9.23	8938900
YS	Champion Enterprises Inc.	CHB	3.27	5.02	-1.75	-34.86	7	3.27	2104239
YS	Clear Channel Communications	CCU	27.35	30.57	-3.22	-10.53	32.41	25.5	83609
YS	ConAgra Inc.	CAG	18.15	19.69	-1.54	-7.82	19.92	17.77	7297643
as	Constant Contact Inc.	CTCT	14.58	18.50	-3.92	-21.19	19.96	14.58	302283
YS	Danaher Corp.	DHR	54.01	76.60	-22.59	-29.49	77.86	53.2	3381678
YS	Dean Foods	DF	19.43	23.60	-4.17	-17.67	24.42	18.68	2339530
YS	Diversified Realty Corp.	DDR	16.84	33.49	-16.65	-49.72	36.02	16	2996691
YS	Eastman Kodak Co.	EK	12.45	15.75	-3.3	-20.95	15.85	11.92	5726796
YS	Frontier Oil Corp.	FT0	10.12	20.59	-10.47	-50.85	21.67	9.76	4816161
YS	Gannett Company Inc.	GCI	11.37	18.11	-6.74	-37.22	18.56	10.67	5718061
YS	General Electric Co.	GE	19.25	24.79	-5.54	-22.35	26.62	19.01	158563791
YS	General Growth Properties Inc.	GGP	5.39	19.92	-14.53	-72.94	21.42	3.9	11737422
as	Guaranty Bancorp	GBNK	4.82	6.21	-1.39	-22.38	6.73	3.71	242274
as	Heska Corp.	HSKA	0.48	0.77	-0.29	-37.66	0.8	0.37	68935
YS	Hewlett-Packard Co.	HPQ	39.66	47.14	-7.48	-15.87	48.26	37	28043596
as	Intel Corp.	INTC	14.99	19.26	-4.27	-22.17	19.26	14.99	97399617
IYS	Johnson Controls Inc.	JCI	20.60	33.16	-12.56	-37.88	33.65	18.5	5573174
YS	JPMorgan Chase & Co.	JPM	19.84	40.30	-20.46	-50.77	49.85	19.84	72992074
IYS	Key Corp.	KEY	10.55	13.19	-2.64	-20.02	14.88	6.42	12808930
IYS	Kroger Co.	KR	26.29	26.82	-0.53	-1.98	27.85	23.78	8897196
IYS	Lowes Cos.	LOW	18.35	24.07	-5.72	-23.76	25.53	17.9	23009613
IYS	LSI Logic Corp.	LSI	4.35	5.39	-1.04	-19.29	5.95	3.95	12813578
YS	Macerich Co.	MAC	32.98	66.47	-33.49	-50.38	67.81	32.98	2622696
YS YS	Marriott International Inc. Marsh & McLennan Cos. Inc.	MAR MMC	18.21 25.98	27.42 33.30	-9.21 -7.32	-33.59 -21.98	28.17 33.58	17.69 25.63	7339983 7311787
YS	National Semiconductor Corp.	NSM	12.69	17.52	-4.83	-21.96	17.96	12.03	6986400
YS	Noble Energy Inc.	NBL	43.49	58.02	-14.53	-25.04	61.92	33.15	4159504
YS	Novartis Group	NVS	43.49	53.13	-4.38	-23.04	55.28	43.85	2659948
YS	Owens-Illinois	01	21.52	26.46	-4.94	-18.67	30.77	21.25	3496235
	Parametric Technology Corp.	PMTC	13.67	18.76	-5.09	-27.13	19.26	12.8	2342057
as	PayChex Inc.	PAYX	27.21	32.09	-4.88	-15.21	33.35	26.6	6072583
YS	Petro-Canada	PCZ	21.34	33.63	-12.29	-36.54	36.22	20.52	3901891
YS	Praxair Inc.	PX	63.87	82.16	-18.29	-22.26	87.65	61.2	4473583
	Precision Castparts Corp.	РСР	60.66	88.15	-27.49	-31.19	88.63	54.15	2424004
as	QLT Inc.	QLTI	2.45	3.74	-1.29	-34.49	81.38	2.23	575261
YS	Qwest Communications Intl.	Q	2.69	3.57	-0.88	-24.65	3.84	2.18	27605717
as	Regent Communications Inc.	RGCI	0.65	0.90	-0.25	-27.78	0.95	0.61	17735
YS	Ritchie Bros. Auctioneering Inc.	RBA	21.24	22.93	-1.69	-7.37	24.37	19.29	617348
	RR Donnelley & Sons Co.	RRD	16.42	24.62	-8.2	-33.31	27	16.15	2264970
YS	Safeway Inc.	SWY	22.80	25.60	-2.8	-10.94	25.6	20.44	6933430
YS	StarTek Inc.	SRT	3.07	6.93	-3.86	-55.7	7.13	2.61	23200
YS	Target Corp.	TGT	39.78	55.53	-15.75	-28.36	55.53	35.72	17994287
as	Telvent	TLVT	16.86	21.00	-4.14	-19.71	23.83	14.05	14148
YS	Union Pacific Corp.	UNP	58.00	73.81	-15.81	-21.42	76.73	54.14	9026917
as	Universal Forest Products Inc.	UFPI	25.59	36.45	-10.86	-29.79	37.37	20.69	218891
	UQM Technologies Inc.	UQM	1.87	1.50	0.37	24.67	2.85	1.5	137639
YS	US Bancorp	USB	30.36	36.77	-6.41	-17.43	37.99	28.93	26341909
	Veeco Instruments Inc.	VECO	10.22	15.75	-5.53	-35.11	16.09	9.76	369474
	Wal-Mart Stores Inc.	WMT	53.77	61.48	-7.71	-12.54	61.48	50.05	32183700
IYS	Waste Management Inc.	WMI	29.78	33.86	-4.08	-12.05	34.91	2.16	5062987
YS	Wells Fargo & Co.	WFC	33.90	37.00	-3.1	-8.38	39.8	27.25	72150917
las	Whole Foods Market	WFMI	13.96	19.98	-6.02	-30.13	20.79	13.36	3584778
	Woodward Governor	WGOV	31.47	37.48	-6.01	-16.04	39.94	25.1	887435
las IYS	Xcel Energy Inc.	XEL	16.64	21.41	-4.77	-22.28	21.76	16.5	4759217

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TOP GAINERS

ticker	Percent change in period
UQM	24.67
BAESY.PK	-0.17
KR	-1.98
BJS	-3.43
BUD	-6.91
RBA	-7.37
CAG	-7.82
NVS	-8.24
WFC	-8.38
CCU	-10.53
	UQM BAESY.PK KR BJS BUD RBA CAG NVS WFC

The "Top Gainers" listing for Sept. 17 through Oct. 17 reflects that only one company in the stock listing actually experienced a monthly gain. The others listed are those that lost the least stock value.

BOTTOM LOSERS

Company	ticker	Percent change in period
Centex Corp.	CTX	-37.3
Heska Corp.	HSKA	-37.66
Johnson Controls Inc.	JCI	-37.88
Capitol Bancorp Ltd.	CBC	-43.3
Diversified Realty Corp.	DDR	-49.72
Macerich Co.	MAC	-50.38
Frontier Oil Corp.	FTO	-50.85
Agrium Inc.	AGU	-52.88
StarTek Inc.	SRT	-55.7
General Growth Properties Inc.	GGP	-72.94

UBLIC PROFILES

The following information profiles public companies with operations in Northern Colorado:

Capitol Bancorp Ltd.

Ρ

Ticker: CBC (NYSE) Colorado connection: Holding company for Fort Collins Commerce Bank, Larimer Bank of Commerce and Loveland Bank of Commerce. Headquarters: Lansing, Mich. Business: Acts as a development company for community banks in 12 states. Web: www.capitolbancorp.com Oct. 17 close: \$11.77 52-week high: \$24.00 52-week low: \$7.07 Basic EPS: \$0.70 **P/E Ratio:** 16.48 Institutional ownership: 32 percent 2007 sales: \$354.8 million 2007 income: \$21.9 million

General Electric Co.

Ticker: GE (NYSE) Colorado connection: Operates a facility in Loveland. Headquarters: Fairfield, Conn. Business: Provides computerized transaction processing, data communication and information services. Web: www.ge.com Oct. 17 close: \$19.25 52-week high: \$41.22 52-week low: \$19.43 Basic EPS: \$2.03 P/E Ratio: 9.59 Institutional ownership: 57.8 percent 2007 sales: \$172.7 billion 2007 income: \$22.2 billion

General Growth Properties Inc.

Ticker: GGP (NYSE) Colorado connection: Owns the Foothills Mall in Fort Collins. Headquarters: Chicago Business: Operates a real estate investment trust in the U.S. Web: www.generalgrowth.com Oct. 17 close: \$5.39 52-week high: \$54.53 52-week high: \$54.53 52-week low: \$3.11 Basic EPS: \$0.36 P/E Ratio: 14.76 Institutional ownership: 96.8 percent 2007 sales: \$3.26 billion 2007 income: \$288 million

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TIME OUT









IN HARMONY – 1. Paul Brinkman, left, co-founder of Brinkman Partners; Nick Christensen, managing principal of Chrisland Inc.; and Chris Otto, right, principal at EKS&H, check out First Western Trust Bank's new digs on Harmony Road at its Oct. 9 open house. 2. Gretchen Gaede, co-owner of A-Train Marketing Communications, leads the A-Train team in a thanks to attendees of the company's speakeasy-themed 10th anniversary party on Oct. 2. 3. Sean Moore, left, an associate at The Athena Group; Claire Thomas, publicity marketing specialist for the city of Fort Collins; and Tony Cooper, owner of Eco-Thrift, enjoy the Green Drinks event on Sept. 24 at RB+B Architects. 4. Don Taranto, left, president of TST Inc. Consulting Engineers; William Welch, manager of Wm. T. Welch Co.; Fraser Walsh, professional engineer with TST; and Mitch Morgan, owner of Veldman Morgan Commercial; celebrate Drahota's 35th anniversary at a party on Oct. 9 at the Tapestry House in Laporte.

photos by Business Report staff, Harper Point Photography E-mail your event photos to Editor Tom Hacker, thacker@ncbr.com. Include complete identification of individuals.



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Event Partners:

Bravo! Entrepreneur honors entrepreneurs from throughout Northern Colorado, with awards presented to business leaders in Fort Collins, Greeley, Loveland and outlying communities. A Lifetime Achievement Award, Regional Spirit Award and Emerging Entrepreneur Award are also presented. Join us for a fun-filled evening honoring and recognizing the business leaders in our community who have overcome many obstacles to become successful entrepreneurs.

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Editor's note: Daily in Review is a partial digest of stories reported in the Business Report Daily online service between Oct. 6-17. Follow Business Report Daily each day at www.ncbr.com — click on "Breaking News" on the home page — or subscribe to have each day's top items delivered to your inbox.

FORT COLLINS — Developer Jay Stoner said mediation is the best path for his company, the city of Fort Collins and the town of Timnath after Fort Collins moved on Oct. 14 to block Timnath's annexation of his 268-acre Riverwalk mixed-use development.

The Fort Collins City Council, at a special closed-door meeting, passed three complex emergency ordinances designed to derail Timnath's annexation process prior to final approval by the town's board set for Oct. 29.

At the special meeting, the Fort Collins

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council transferred ownership of roadways surrounding Stoner Co.'s parcel, including Harmony Road east and west of Interstate 25 and portions of the Arapaho Bend Natural Area, to a nonprofit entity called the Fort Collins Leasing Corp. that then immediately requested annexation from the council.

State law provides that in the instance of a so-called overlapping annexation, the affected property owners vote to determine which municipality gets jurisdiction. The sole owner of the Harmony Road stretch that Timnath intended to use as a "flagpole" to reach Riverwalk is the city-controlled Fort Collins Leasing Corp.

The meeting was closed under state law provisions that allow potential litigation to be discussed privately.

At its regularly scheduled meeting later Tuesday night, city council passed a resolution rejecting Timnath's offer of a 20 percent share of revenue from the Riverwalk project to Fort Collins, seeking a 90-day moratorium on Timnath's annexation process and proposing mediation among the city, town and the developer.

The Riverwalk proposal includes 3 million square feet of retail and office space and thousands of residential units, some in 12-story buildings, around a central canal feature.

UNC will lease Centerra space

LOVELAND — The University of Northern Colorado is putting the final touches on a contract with Centerra to lease more than 12,000 square feet for classrooms in the mixed-use development in east Loveland.

Nate Haas, UNC spokesman, said details are still being finalized on the lease, which will include five classrooms, a computer lab, conference room and student and faculty lounge in the Rangeview III building at 2915 Rocky Mountain Ave. in Centerra.

Ron Kuehl, Centerra's vice president for real estate, said he could not provide many details of the lease but did confirm UNC will have a significant presence on the development's Rangeview campus.

UNC Provost Abe Harraf said the facility will initially focus on training nursing and teacher education students with a capacity of up to 150. Most classes will be offered evenings and weekends and expansion to include other programs is expected, he said.

UNC plans to start offering classes at Centerra in January. Kuehl said he expects other higher education institutions will be making announcements about Centerra locations.

A-B, Teamsters announce agreement

ST. LOUIS — Anheuser-Busch and the International Brotherhood of Teamsters union announced Oct. 9 they have reached a tentative agreement on a new five-year contract covering more than 5,000 employees at the company's 12 U.S. breweries.

The contract agreement includes the 700 employees at the A-B brewery in Fort Collins.

The agreement includes a total wage increase of 15 percent over the next five years and includes a commitment by A-B to keep all 12 breweries open for the life of the agreement and is binding on the proposed merger with Belgian brewer InBev.

The agreement has been unanimously endorsed by all local unions and a vote is expected in November, the statement said.

The current contract expires Feb. 28, 2009.

21.6 percent in Weld County uninsured

WASHINGTON, D.C. — Nearly 22 percent of Weld County residents lacked health insurance coverage in 2005, according to the latest information released by the U.S. Census Bureau.

About 18.5 percent of Larimer County's residents were uninsured in 2005. Adams County had an uninsured rate of 16 percent while generally affluent Boulder County had an uninsured rate of 20.4 percent.

Counties with the highest percentage of uninsured residents were Saguache, 37.8 percent; San Juan, 37.6 percent; and Phillips, 34.6 percent. Broomfield County had the lowest percentage of uninsured residents with 13.5 percent.

Overall, Colorado had an uninsured rate of 17.7 percent while Wyoming had a 16 percent uninsured rate.



DAILY IN REVIEW

Small business index dips

DENVER — Conditions for Colorado small businesses remained mostly stable during September, but could worsen as global financial forces work against the state's economy, an economist warns.

The Vectra Bank Colorado Small Business Index for Colorado, compiled by economist Jeff Thredgold, registered 89.5 in September, down slightly from a revised 89.7 in August.

Colorado's unemployment rate was estimated at 5.4 percent in the latest month, up from the 5.2 percent rate of the prior month. Total employment rose by 26,700 jobs during the past 12 months. In contrast, the U.S. economy lost an estimated 159,000 net jobs in September, the worst monthly decline in five years. The U.S. unemployment rate remained at a five-year high of 6.1 percent.

He also said the state's rising unemployment rate — the most heavily weighted component of the index — was another positive, since it gives small businesses greater access to labor.

JBS made money on currency fluctuations

SAO PAOLO, BRAZIL — In a report to investors and shareholders, JBS S.A. announced it had realized a \$175 million increase in its assets from investments made in foreign companies during its third quarter, which ended Sept. 29. The gains were made on fluctuations of the U.S. dollar against the Brazilian real.

The Brazilian meatpacking company also realized a gain of about \$125 million on daily accumulated positive hedge adjustments primarily on funds set aside to purchase National Beef, Smithfield Beef and Five Rivers feeding operations.

Those proposed acquisitions, announced in March, are still awaiting approval from the U.S. Federal Trade Commission.

JBS S.A. owns the JBS-Swift plant and facilities in Greeley.

CHL, players reach labor agreement

DENVER — The Central Hockey League and Professional Hockey Players' Association reached several agreements that will keep the season on track at least through the end of the playoffs.

On Oct. 1, the PHPA had called for an immediate players' strike due to "unproductive collective bargaining" with the league. The Colorado Eagles play home games at the Budweiser Events Center in Loveland and are part of the CHL.

The organizations met in Denver for two days and came to terms on several key issues, including:

■ a no strike/no lockout clause effective through the end of the CHL Playoffs;

an agreement on the weekly salary cap;
 an agreement on the minimum salary;
 and

an agreement on per diem payments.

Additionally, the negotiating committees plan to continue the bargaining process with the intent of finalizing a collective bargaining agreement before the 2008-09 season ends.

UNC receives \$100,000 from Daniels Fund

GREELEY — The Daniels Fund has awarded \$100,000 in support of the University of Northern Colorado's Center for Urban Education. The center is focused on preparing elementary teachers for the demands of teaching in an urban setting and is part of the bachelor's degree and Colorado teacher licensure program.

The \$100,000 awarded to the UNC Foundation will be used to support scholarships for CUE students and to provide stipends to experienced teachers who serve as mentors for the center. It will also support the second Summer Reading Camp a program launched in June in which senior students developed an intensive reading improvement curriculum for underperforming second- through fifth-graders in the Denver metro area.

The Daniels Fund, based in Denver, is the legacy of cable-television pioneer Bill Daniels.

Shell Oil funds oil shale study

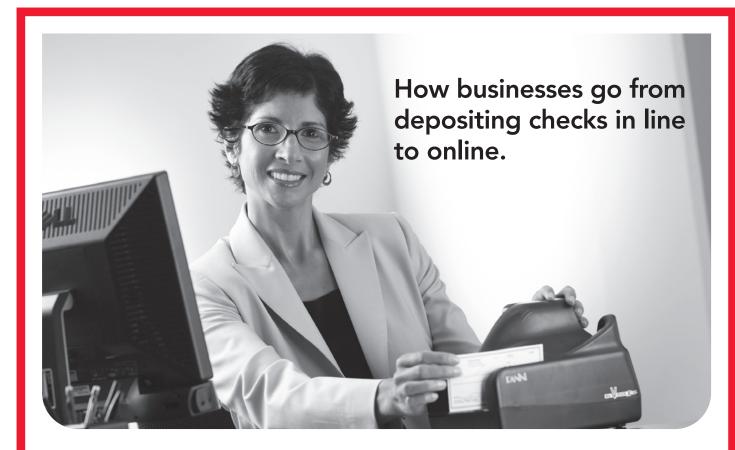
FORT COLLINS — Shell Oil Co. will shell out \$950,000 to the Warner College of Natural Resources at Colorado State University to study oil shale.

The research grant will fund a study of revegetation on one of three demonstra-

tion leases on federal land in the Piceance Basin in northwestern Colorado.

CSU has a history of studying the area. A 1976 project had CSU researchers working to provide information on land reclamation related to energy development. The new project will include Edward Redente, one of the original researchers working in the Piceance Basin, and restoration ecology professor Mark Raschke.

As part of the research partnership, CSU researchers will host a symposium in 2011 presenting the research results.



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Steve Porter, Northern Colorado Business Report

MEETING THE STAFF – New McKee CEO Christopher Cornue (right) chats with staff members in the hospital's new emergency department. Left to right: Sondra Moore, guest relations coordinator; Tracy Depperschmidt, emergency department RN; and Jon Budnick, nursing supervisor.

MCKEE, from 2A

hospital," he said. "I honestly believe this is one of the friendliest places I've been in my life, and I hear that from the patients, too. That's an exciting environment to be in."

Cornue said he regards MCR's presence in east Loveland as a plus for McKee and not a negative.

"It's a competitive market, and that's a good thing," he said. "I think all the (region's) hospitals provide great care, and one of the challenges is the competition and we need to continue to stand up with all the rest."

Other challenges for McKee, Cornue noted, are the kind faced by just about every hospital — mostly focused on reimbursements and funding. "We just need to be as thoughtful as we can and provide the best care we can," he said.

Cornue said he's been surprised to find such a vibrant and thriving health-care community, even with four major hospitals within a 50-mile radius.

"From what I understand, the market is growing, the population is growing and for a population of this size, I think it's amazing," he said.

For the foreseeable future, Cornue said he wants to focus on four things: strong performance outcomes, patient satisfaction, growth in outreach services and financial accountability. Cornue said those principles will accent what he sees as McKee's strongest programs: women's health, oncology and orthopedics.

Come 2009, Cornue said McKee will be looking at expanding some of its service lines but only adding those that can perform well.

"I don't want to go forward with something if we can't do it really, really well," he said. "At the end of the day, it's all about patient satisfaction."

Big shoes to fill

Cornue, in his first role as hospital CEO, readily acknowledges he has big shoes to fill following Sutton's three years as McKee's

"At the end of the day, it's all about patient satisfaction."

Christopher Cornue, CEO McKee Medical Center

high-energy leader.

"I heard that through the interview process and I hear it every day," he said. "(Staff) wondered if I was going to come in and really change the direction, and I said, "Why would I do that when we've accomplished so much, so why not just build on that?"

Cornue admits he's glad Sutton is readily available for a little advice now and then. "Thank God he's on my speed dial," he joked.

Sutton said Cornue will do fine as McKee's new leader because he'll have a strong staff to help him.

"I think at the end of the day it was not Rick Sutton that drove McKee, it was the team that drove McKee," he said. "I may have provided the vision, but he's saddling up with a great team and he's more than capable of taking that facility to even greater heights."

Sutton said he thinks Cornue will bring a "different flavor" of leadership to McKee but will continue to push the hospital forward. "You don't want the same thing you want a different flavor — but he's building on a solid foundation.

"Chris is solid and I think he understands where he wants to go and I think McKee is going to continue to experience incredible success," he added.

Special Report

Oct. 24-Nov. 6, 2008 www.ncbr.com

REAL ESTATE URBAN LIVIN

FEATURES

Puzzle pieces start to fit for Greeley Residential units in refurbished buildings in significant demand Page 26A



Parking critical to Loveland residences Lincoln Place shows demand is there but where do cars live? Page 26A

LISTS **Region's largest**

Home builders in Larimer county Page 20A

Home builders in Weld county Page 21A

Business parks Page 22A

Manufacturers Page 28A

Apartment complexes 29A

Transit prospects drive urban living

Mason Corridor would bring buyers downtown, fuel loft developments

By Paige Ingram news@ncbr.com

FORT COLLINS — The Mason Street Corridor is poised to bring not just a transit line to Fort Collins, but a new lifestyle. With new housing, retail and office developments planned, many see a new future for the growing downtown area.

"I think the Mason Corridor is a wonderful opportunity to really enhance downtown and continue the growth that we've been working on for years," said J.J. Hannah, a commercial, residential and investment specialist with Keller Williams in downtown Fort Collins.

The Mason Corridor is a five-mile north-south See TRANSIT, 35A



Com Hacker, Northern Colorado Business Repor

IN THE HEART OF THE CITY - Lofts are springing up all around Old Town Fort Collins, including Penny Flats. Local real estate watchers predict demand for urban residences will continue strong even in the midst of the financial downturn.

GGP's fall ignites talk of Foothills future

Real estate meeting becomes new forum for mall makeover

FORT COLLINS - One of the very first victims of what we're calling Black September, a credit hemorrhage that bled freely into October, was the huge real estate investment trust General Growth Properties that owns Foothills Mall in Fort Collins.

As if plans for redevelopment of the decadesold and out-of-style retail center weren't already cloudy after would-be rescuer Dillard's department store nixed a Foothills plan earlier this year, they are even murkier after the sudden, steep plunge of

General Growth's value. Shares in GGP, the nation's second largest shopping mall owner with more that 200 properties, were worth about five bucks as this edition was headed to press. That's a drop of more than 90 percent from the stock's 52-week high-water mark of \$55.

The sagging fortunes of GGP have sparked business

press speculation that the company will succumb, either to bankruptcy or acquisition by a rival, with national retail real estate leader Simon Property Group mentioned most often.



REAL ESTATE Tom Hacker

Turning to 'junk'

GGP's precarious outlook turned even bleaker on Oct. 14 when Fitch Ratings downgraded the "issuer default ratings" from BB to B+, putting the company's rating squarely in the "junk" category.

So, what does it all mean for Foothills? A keynote speech by a prominent Denver developer at the 12th annual Northern Colorado Real Estate Conference on Oct. 16 in Fort Collins got more than a few people talking about possibilities.

Mark Falcone, founder of the Continuum Partners LLC, made no reference to Foothills or GGP at the event sponsored by Colorado State University's Everitt Real Estate Center. But his vivid description of what his company did in Lakewood — with the redevelopment of an aging See GGP, 46A



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Make Your Home Spectacular This Season!

Largest Home Builders in Larimer County

Ranked by 8 mos. YTD 2008 recorded new home closings



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The	Va	ult's	Alw	ays	Ope	п

RANK	COMPANY Address Phone/Fax	8 MOS YTD SALES 2008 8 MOS YTD SALES 2007 COUNTY MARKET SHARE	MAJOR PROJECTS/COMMUNITY NO. EMPLOYEES	OWNERSHIP E-MAIL WEB SITE	PERSON IN CHARGE YEAR FOUNDED
1	JS.J CONSTRUCTION OF NORTHERN COLORADO/JOURNEY HOMES 7251 W. 20th St., Unit L-200 Greeley, C0 80634-4626 970-352-7072/970-330-5357	68 81 13%	Riverview Farm, Mountain Shadows, Timber Ridge, Maple Hill, Garden Gate, Western Meadows, Stoneridge, Silver Peaks 15	Private info@journeyhomes.com www.journeyhomes.com	Jeff Demaske N/A
2	VILLAGE HOMES 3802 Kepler Drive Fort Collins, CO 80528 970-204-0818/	37 45 7%	Observatory Village, Fort Collins N/A	Private N/A www.villagehomes.com	N/A 1984
3	CENTEX HOMES 1404 Katie Drive Loveland, CO 80537 970-461-9494/970-461-0773	25 34 5%	North Gate, Brighton N/A	N/A N/A www.centexhomes.com	Mike Nelson 1954
4	ENGLE HOMES INC. 282 Tall Spruce Circle Brighton, C0 80525 303-637-0615/	24 22 4%	Registry Ridge N/A	TOUSA N/A www.englehomescolorado.com	N/A N/A
5	D.R. HORTON - NORTH DIVISION 11031 Sheridan Blvd. Westminster, CO 80020 303-466-1831/	23 N/A 4%	Sagebrush, Firestone; Raspberry Hill, Frederick; Wyndham Hill, Frederick; Vista Ridge, Erie; Brighton Crossing, Brighton; Sugar Creek, Brighton N/A	Private N/A www.drhorton.com	N/A 1978
6	TIMBERS LLC (1) 2115 Owens Ave. Fort Collins, CO 80528 970-204-4070/970-204-4080	22 N/A 4%	The Timbers in Fort Collins O	N/A info@timbersliving.com timbersliving.com	N/A
7	OAKWOOD HOMES 5325 Cherrywood Lane Loveland, CO 80537 888-250-9798/	21 24 4%	Thompson River Ranch, Loveland N/A	N/A N/A www.oakwoodhomes.com	N/A
8	HARTFORD HOMES INC. 1218 W. Ash St., Suite A Windsor, C0 80550 970-674-1109/970-674-0203	17 25 3%	Highland Meadows, Thompson Crossing, Harmony Golf Course 9	Gary Hoover and Charlie Atwood debra®hartfordco.com www.hartfordco.com	Gary Hoover and Charlie Atwood 1997
9	PLS HOMES INC. 4190 N. Garfield Ave. Loveland. C0 80538 970-669-0870/970-669-8299	16 N/A 3%	Eagle Ridge in Greeley, Le Jardin, Poudre Overlook in Fort Collins and Overlook at Big Thompson in Loveland. 11	Employee ownership ghart@plshomes.com www.plshomes.com	George Hart and Bill DeForge 2003
10	SAGE HOMES LLC 1112 Oakridge Drive Fort Collins, CO 80525 970-419-2303/	16 25 3%	Buffalo Creek, Wellington; Mountain View Ranch, Wellington N/A	Daren Roberson info@sagehomes.com www.sagehomes.com	Daren Roberson N/A
Home Builders Re NR-Not previously (1) Project dissol	 search contributed YTD sales and market share data to this repo y ranked. yed.	ort.		Based upon responses to Business Re To be considered for future lists, e-m	 port survey researched by Josh Johnson ail research@ncbr.com



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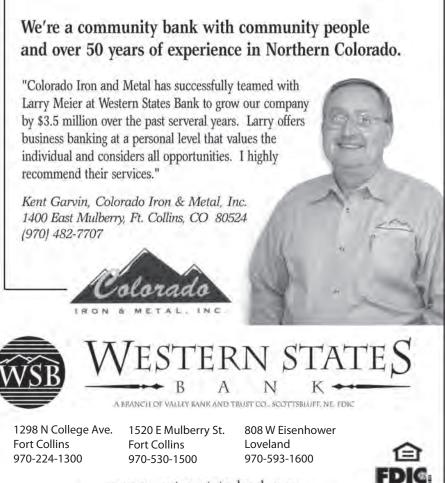
Largest Home Builders in Weld County Ranked by 8 mos. YTD 2008 recorded new home closings

RANK	COMPANY Address Phone/Fax	8 MOS YTD SALES 2008 8 MOS YTD SALES 2007 COUNTY MARKET SHARE	MAJOR PROJECTS/COMMUNITY NO. EMPLOYEES	E-MAIL WEB SITE	PERSON IN CHARGE YEAR FOUNDED
1	J&J CONSTRUCTION OF NORTHERN COLORADO/JOURNEY HOMES 7251 W. 20th St., Unit L-200 Greeley, CO 80634-4626 970-352-7072/970-330-5357	111 236 13%	Riverview Farm, Mountain Shadows, Timber Ridge, Maple Hill, Garden Gate, Western Meadows, Stoneridge, Silver Peaks 15	info@journeyhomes.com www.journeyhomes.com	Jeff Demaske N/A
2	D.R. HORTON - NORTH DIVISION 11031 Sheridan Blvd. Westminster, CO 80020 303-466-1831/	81 176 4%	Sagebrush, Firestone; Raspberry Hill, Frederick; Wyndham Hill, Frederick; Vista Ridge, Erie; Brighton Crossing, Brighton; Sugar Creek, Brighton N/A	N/A www.drhorton.com	N/A 1978
3	RYLAND HOMES 130 Saxony Road Johnstown, CO 80534 970-587-4214/970-587-0780	37 29 6%	Pioneer Ridge, Johnstown 4	N/A www.ryland.com	Bill Butler 2000
4	KB HOME COLORADO 5975 S. Quebec St. Centennial, CO 80111 303-323-1100/720-488-3860	36 37 6%	Provincetowne, Richards Lake, Berkshire, Brighton East Farms, Aspen Knolls, Grandview N/A	N/A www.kbhome.com	Dennis Welsch 1957
5	CENTEX HOMES 1404 Katie Drive Loveland, CO 80537 970-461-9494/970-461-0773	28 39 5%	North Gate, Brighton N/A	N/A www.centexhomes.com	Mike Nelson 1954
6	ADYOCATE LAND CO. INC. 5855 Wadsworth Bypass, Suite B100 Arvada, CO 80003 303-940-6567/303-431-4205	27 39 5%	Booth Farms, Firestone; Carlson Farms, Johnstown; Corbett Glen, Johnstown; Moore Farms, Frederick; Saddleback Heights, Firestone N/A	carl@archbuild.com N/A	Carl Glaser 1996
7	TAYLOR MORRISON 1420 W. Canal Court, Suite 170 Littleton, CO 80120 303-798-3500/	25 28 4%	Erie Commons, Erie; Indigo Trails, Brighton; The Estates at Erie, Erie N/A	N/A www.taylormorrison.com	N/A 1905
8	VRC DEVELOPMENT LLC 17335 Nature Walk Trail Parker, C0 80134 /	25 66 4%	Blue Sky at Vista Ridge N/A	N/A www.frontierliving.com	N/A 2002
9	STANDARD PACIFIC HOMES 4600 S. Syracuse St. Denver, CO 80237 303-779-4100/303-846-8597	16 N/A 3%	Erie Common 2	N/A standardpacifichomes.com	Katie Cole and Karen Samders 1960
10	WOODCREST HOMES INC. 931 Grant St., Suite 250 Thornton, CO 80229 303-832-3230/303-832-3095	13 29 2%	Rocksbury Ridge in Johnstown, The Legends at Vista Ridge in Erie. O	N/A www.woodcresthomes.com	Jason Garrood 1997
Home Builders Re NR-Not previously	search contributed YTD sales and market share data to this report. ranked.	1	1	Based upon responses to Business Report surv To be considered for future lists, e-mail resear	ey researched by Josh Johnson ch@ncbr.com



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Largest Business Parks Ranked by total number of acres

							LEASING AGENT
ANK	PREV RANK	BUSINESS PARK ADDRESS	NO. ACRES SQ. FT. BUILT AS OF 2008 EST. SQ. FT. AT BUILD-OUT	USE & ZONING	AMENITIES	OWNER YEAR BUILDING BEGAN	LEASING AGENT E-MAIL WEB SITE PHONE/FAX
1	1	CENTERRA I-25 and U.S. Highway 34 Loveland, CO 80538	3,400 4,000,000 15,000,000	Mixed-use Class A office, medical office, flex office, light manufacturing/flex, retail, hotel, office warehouse.	Regional location at U.S. 34 and I-25 with 275-acre High Plains Environmental Center, restaurants, shopping, hotels, banking and entertainment.	McWhinney 1998	Ron Kuehl ronk@mcwhinney.com www.centerracolorado.com 970-613-4562/970-635-3003
2	2	GREAT WESTERN INDUSTRIAL PARK 503 Main St. Windsor, CO 80550	600 N/A 5,500,000	Industrial.	Daily service from the Great Western Railway of Colorado.	The Broe Group 2005	Rich Montgomery inquiries@greatwesternindustrialpark.com www.greatwesternindustrialpark.com 303-398-0500/866-892-8951
3	3	2534 S.E. corner of I-25 and U.S. Highway 34 Johnstown, C0 80534	542 190,000 4,000,000	Retail, office, light industrial and residential.	At Interstate 25 and U.S. Highway 34. Access to all of Northern Colorado.	2534 Retail Phase I LLC, Thompson Ranch LLLP, Gerrard Family LP 2004	Ryan Schaefer, Nick Christensen, Todd William Kir Palmer ryans@chrislandinc.com www.2534colorado.com 970-663-3150/970-663-3291
4	4	PROMONTORY BUSINESS PARK U.S. Highway 34 Bypass and Colo. Highway 257 Greeley, CO 80634	480 N/A 5,000,000	Office, light industrial, retail.	Mountain views, commons area with lake and trails, amphitheatre, campus-style setting, quick access to I-25 & Highway 85, utilities are on site.	TAGG 2001	Mark Bradley mbradley@realtecgreeley.com www.realtec.com 970-346-9900/
5	5	GREELEY-WELD COUNTY AIRPORT BUSINESS PARK 600 Airport Road Greeley, CO 80631	265 120,000 350,000	Office, commercial, light industrial, heavy industrial.	Runway access available, tax credits for research, development, job training, and a other government sponsored incentives.	Greeley-Weld County Airport 2004	Michael Reisman reisman@gxy.net www.gxy.net 970-336-3000/970-336-3030
5	6	CENTRE FOR ADVANCED TECHNOLOGY N.E. Corner of Drake Road & Shields Street Fort Collins, CO 80526	235 1,650,000 2,000,000	Office, commercial, light industrial R&D, health care, medical.	Multi-use technology park south of CSU campus, allows for private high-tech industry to interact with nationally recognized CSU research program.	Everitt Cos., Columbine Health Systems, co-developers, CSURF/CSU owners. 1987	N/A victor.holtorf@cvaf.colostate.edu www.csurf.org/centre.html 970-472-0491/970-472-2608
7	7	EAGLE CROSSING N.E. Corner of I-25 and Crossroads Blvd. Loveland, CO 80537	182 5,500 640,000	Retail, office, entertainment, hospitality.	Close to airport, mountain views.	Martin Lind 2004	Ryan Bach rbach@watervalley.com www.watervalleyland.com 970-686-5828/970-686-2768
3	8	FREDERICK WEST BUSINESS PARK East 1-25 Frontage Road between Colo. Highways 52 and 119 Frederick, CO 80530	175 N/A N/A	Industrial.	Utilities, easy access.	Various 1994	Lynda Gibbons/Annie Lund info@gibbonswhite.com www.gibbonswhite.com 303-442-1040/303-449-4009
9	9	GLACIER BUSINESS PARK S.W. corner of I-25 and Colo. Highway 52 Frederick, CO 80530	170 N/A 1,400,000	Industrial, light industrial and retail.	Central access to north I-25 market.	Glacier LLC 1997	Phil Irwin phil@irwin-companies.com www.irwin-companies.com 303-833-4454/303-833-4460
0	10	IRON HORSE INDUSTRIAL PARK U.S. Highway 34 and Larimer County Road 3 Johnstown, CO 80534	165 N/A N/A	Commercial, retail, office and industrial spaces	Easy access to Great Western and Union Pacific railways, I-25, and Fort Collins/Loveland Airport.	McWhinney 2006	Ron Kuehl ronk@mcwhinney.com www.mcwhinney.com 970-962-9990/970-635-3003
1	11	CROSSROADS BUSINESS PARK S.E. corner of I-25 and Crossroads Blvd. Loveland, CO 80537	160 N/A 1,500,000	Retail, office and industrial.	Close to the Budweiser Events Center.	Rocky Mountain Crossroads LLC 2001	Grubb & Ellis NA www.grubp-ellis.com
2	12	DEL CAMINO CENTER & DEL CAMINO CENTER SOUTH 1 mile south of I-25 and Colo. Highway 119 interchange Frederick, CO 80501	157 N/A 690,000	Office, commercial, light industrial.	Near DIA.	Del Camino Center LLC N/A	Ken Kanemoto & Ed Kanemoto ken@iongmontcommercial.com www.longmontcommercial.com 303-772-2222/303-772-6933
3	NR	PRATT TECHNOLOGY CAMPUS I-25 and Colo. Highway 60 Johnstown, C0 80534	149 N/A 6,490,440	Office and retail; hospitality; R&D, manufacturing, production; light industrial; service	Along I-25 corridor.	N/A N/A	N/A N/A www.prattprop.com 303-682-4472
4	13	DACONO GATEWAY BUSINESS PARK I-25 & Colo. Highway 52 Dacono, CO 80514	148 N/A N/A	Commercial uses including retail, warehouse, office. Formby Ford occupies one pad.	83 percent tax rebate through 2010.	Dacono 25 Partners LLC N/A	N/A N/A N/A
5	14	LONGVIEW COMMERCIAL CENTER U.S. Highway 287 & 65th St. Loveland, CO 80538	142 N/A 1,900,000	Light industrial, office and retail.	Excellent visibility, easy access.	First Longview LLLP 1996	Ron Young ronyoung@frii.com www.coloradocommercial.com 970-226-3990/970-225-0118
6	15	OAKRIDGE BUSINESS PARK Lemay Avenue and Harmony Road Fort Collins, CO 80525	138 910,000 1,080,000	Office, commercial, light industrial.	Walking trails, six hotels, seven restaurants.	Everitt-MacMillan 1985	Stuart MacMillan stu@everittcompanies.com www.everittcompanies.com 970-226-1500/970-223-4156
7	16	GREELEY TECH CENTER U.S. Highway 34 and Colo. Highway 257 Greeley, CO 80631	136 N/A 755,000	Fully developed industrial and commercial lots at southeast intersection.	Ideal location between I-25, Greeley & Windsor, home of Pepsi Bottling Co., average daily traffic count is 32,964, great distribution access to Front Range.	Golden Eye Investments 2003	Curtis Sears N/A None 970-346-9900/970-282-1080
8	17	I-25 BUSINESS PARK I-25 Frontage Road, north of Highway 66 Longmont, C0 80504	132 N/A N/A	Industrial, office.	Close proximity to I-25.	Zeek Partnership N/A	Bayne Gibson and Jim Brough bgibson@prurmr.com or jbrough@prurmr.con MA 303-772-2222/303-772-1377
9	18	MEAD CROSSING BUSINESS PARK (1) S.W. corner of I-25 and Colo. Highway 66 Mead, CO 80504	113 N/A N/A	Industrial, office.	Office, research and development, light manufacturing, distribution facilities.	N/A N/A	Robert Graham rggraham66@gmail.com NA 303-777-5554/303-777-4452
0	19	PROSPECT EAST BUSINESS PARK E. Prospect and Timberline Roads Fort Collins, CO 80525	108 0 1,200,000	Office, light industrial, lab, commercial	Poudre and Spring Creek trail systems, water features, coffee shop and restaurants, ample parking.	William W. Reynolds 1986	John Slack johns@wwreynolds.com www.wwreynolds.com 970-482-4800/970-221-5009
21	20	HIGHLANDS INDUSTRIAL PARK Crossroads Blvd., half mile east of I-25 Loveland, CO 80538	80 190,000 800,000	Light industrial, retail.	Proximity to The Ranch and I-25, high speed connectivity, dock and ground level doors, high bay construction.	Multiple 2001	Jason Ells jason@realtec.com www.realtec.com 970-229-9900/970-282-1080
2	21	BEAR INDUSTRIAL PARK N.E. corner Weld County Road 20 and I-25 Frontage Road East Frederick, CO 80504	75 72,643 N/A	Zoned Industrial	Sewer, water, electric and phone to lot line.	Lawrence Hirschfeld 1999	Al Hoppa, Denver Industrial Realty N/A N/A 303-758-2712/
3	23	BLISS BUSINESS & INDUSTRIAL PARK 2438 E. Eighth St. Greeley, CO 80632	70 1,176,120 1,524,600	I-3 business, commercial, manufacturing and storage.	7,500 sq. ft. office space w/bathrooms, 5,000 sq. ft. storage with heat and electricity.	Bliss Investments LLC 2000	Michael Bliss bliss352@comcast.net blissbusinesspark.com 970-353-1864/970-351-7007
4	22	CENTRE POINT BUSINESS AIRPARK LLC 6000 Block Byrd Drive Loveland, CO 80538	70 100,000 250,000	Commercial, office, light industrial, distribution.	Fly-in, fly-out; central location; easy I-25 access.	Centre Point Business Airpark LLC 2001	Michael Ehler mehler@realtec.com www.realtec.com 970-229-9900/970-282-1080
5	24	RASPBERRY HILL BUSINESS PARK Weld County Road 18 and I-25 Frontage Road East Frederick, CO	65 N/A 2,800,000	Business and light industrial.	Near I-25, Colo. Highways 119 and 52.	DNH Land Development LLC 2004	Al Hoppa, Denver Industrial Realty N/A www.raspberryhill.net



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REAL ESTATE & URBAN LIVING

Puzzle pieces start to fit for downtown Greeley

Residential units in refurbished buildings in significant demand

By Anne Cumming Rice news@ncbr.com

GREELEY - With a skating rink, a brand new theater, a pub set to open and about a zero percent vacancy rate in its residential lofts, downtown Greeley is on the way to having the same kind of atmosphere as other revitalized downtowns.

So say the people who have been part of reinventing downtown, an effort that has gone on for more than 15 years but has gathered momentum in the past 12 months.

"It's that cool, hip factor we're trying to introduce into Greeley," said John DeWitt, managing broker for Re/Max Alliance in Greeley. "It takes synergy — a lot of people with a little money and the same vision."

And one of the keys to that synergy is getting more people to live downtown. When a downtown area becomes more than a destination for entertainment, a sense of community settles in, DeWitt said.

Matt Revitte, a broker associate with Pro Realty Old Town, agrees.

"Certainly as more and more people

come downtown for entertainment, they are looking at it and saying, 'Wow, this would be a pretty happening place to live," he said.

Making downtown home

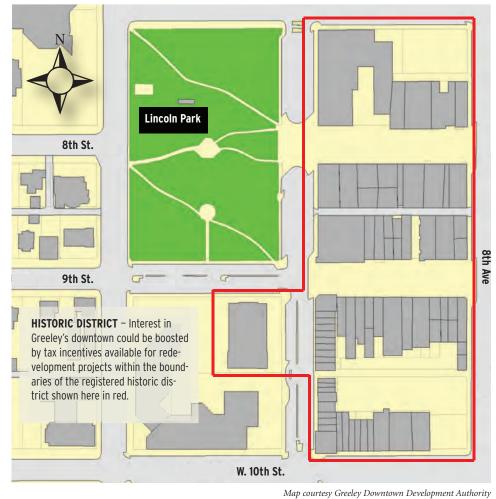
A big part of the story of downtown Greeley has been businesses that have either closed or moved west. But others have made downtown home as of late, including a salon, an Italian restaurant and a theater that plays vintage movies. A Greeley church also recently announced plans to open a downtown campus in a space vacated by a brewery.

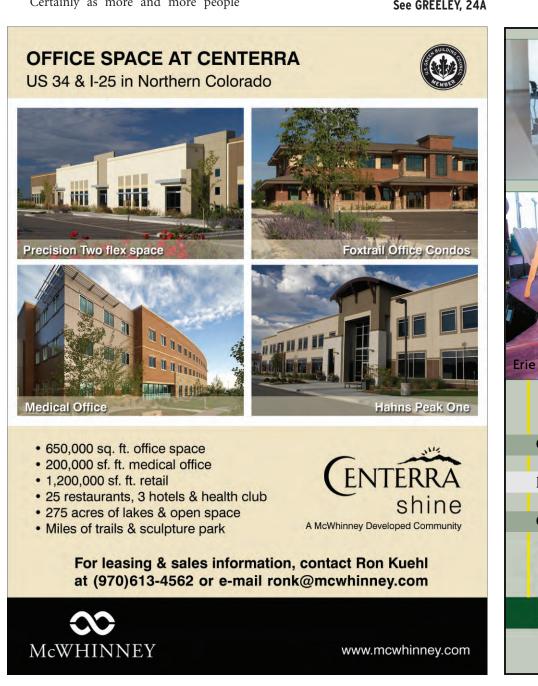
In the past several years various developers, including Revitte, have refurbished buildings in downtown Greeley into offices, retail space and residential lofts. The residential units are so popular, people buy them as soon as they become available.

Even apartments in downtown Greeley, such as the 19 units in the Camfield Building at Eighth Avenue and Seventh Street, are hard to get.

"We usually don't have to advertise," said James Mongan, owner of the Camfield Building and the Academy of Natural Therapy massage school on the building's first floor. "It's a different lifestyle downtown that appeals to a lot of people. It's kind of like a micro-world down here."

Tricia Stewart, executive director of the See GREELEY, 24A









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And see what the MLS Store is all about at www.MLS-Store.com.

GREELEY, from 23A

Greeley Downtown Development Authority, lives in a downtown loft.

"The appeal is that I can walk everywhere," said Stewart, who has also lived in a rural area between Boulder and Longmont where she had to drive to get anywhere. "I like being able to go downstairs and walk to the theater. On a nice day my husband walks to the grocery store."

Mixing old and new

In July, the historic district in the downtown's core was named to the National Register of Historic Places and the Colorado State Register of Historic Properties. The district includes the plazas on Eighth and Ninth streets, which have already seen a resurgence of redevelopment.

Federal tax credits would be available to property owners who want to preserve historic buildings in that area.

Stewart said the recent designations won't negatively affect the redevelopment of downtown because the historic district is small.

"It's small enough to preserve our history but not large enough to create any economic distress," she said.

The former Garnsey and Wheeler Ford building in the 1100 block of Eighth Avenue is not in a historic district, although the structure has plenty of history. The company, bought about a year ago by Spradley Barr in Fort Collins, had occupied the downtown building for decades before it moved to the west side of town.

DeWitt is listing the building, currently occupied by the Spradley Barr auto body shop and a video store, and is casting a new

"It's being a good corporate citizen for the planet and for their customers as well."

Mike Burnett, executive director The Climate Trust

DRAHOTA, from 3A

"GEO selected The Climate Trust to design its Colorado Carbon Fund and engage individuals, businesses and government agencies in purchasing Coloradobased, verifiable carbon offsets that will reduce their carbon footprint," energy office director Tom Plant said in a statement announcing the partnership.

Colorado's first step

Mike Burnett, The Climate Trust's executive director, said he applauded Colorado's efforts to reduce carbon emissions. "Colorado is the first state to do something like this as a state-sponsored carbon fund," he said. "That's a first, and it's very farsighted."

Burnett also praised Drahota Construction's commitment to the fund. "I would say it speaks to a strong commitment to green and environmentally conscious construction," he said. "It's being a good corporate citizen for the planet and for their customers as well."

Burnett said The Climate Trust is still working to find carbon offset projects in Colorado to receive funding. He said there vision for it. He said it would be ideal for a combination retail/office and loft project — and it could be the lynchpin that connects the University of Northern Colorado on the south side of Eighth Avenue to downtown on the north end.

"If someone would come along with a little bit of money and vision, that building is right in the middle of those two destinations," DeWitt said. "Something needs to happen there. It would be a shame to see the opportunity go to waste."

Opportunity to build

In September, the DDA sponsored a public tour of 12 downtown lofts to generate more interest in living in urban Greeley. What's needed is more developers to build living space, Stewart said.

Revitte, who owns three properties on the Eighth and Ninth street plazas, said there are plenty of buildings downtown with the potential for apartments and lofts. And if there's an upside to the current real estate market, it's that properties are cheap. DeWitt said the former Garnsey and Wheeler property is listed at \$25 per square foot.

"It's a 45,000-square-foot building," he said. "You can do a lot with that for pretty cheap."

Residential and business development downtown have happened simultaneously, and they will continue to feed off each other, Revitte said.

"It's as exciting a time I've ever seen in downtown Greeley," he said. "It was just these incremental steps for about 15 years. This is the year we finally got on the map.

"It's like a giant jigsaw puzzle," he added. "You know it's taking shape, but it's hard to see what it's becoming until it's about 80 percent done."



Courtesy Colorado Carbon Fund

should be no shortage of projects.

"I don't think it will be that difficult," he said. "It depends on the popularity of the program but we're very confident we'll find some good carbon offsets in Colorado.

"It might include forestry-type projects, agriculture-type projects, dairy digesters addressing manure from feedlots, coal mine methane — there's lots of different things."

Oregon also leads

Burnett said Oregon has been a leader in advancing carbon offsets since 1997. According to its Web site, The Climate Trust has placed \$8.8 million in a diverse portfolio of projects in the U.S. and other countries that are expected to offset nearly 2.6 million tons of carbon dioxide.

Businesses and other participants in the Colorado Carbon Fund can use a "carbon footprint calculator" on CCF's web site at ColoradoCarbonFund.org to figure out how much of a carbon offset they want to buy.

Drahota's McCowin said the company used about 46,000 gallons of gasoline and diesel in its trucks last year, which resulted in about 450 tons of carbon emissions released into the atmosphere. He said at \$20 per ton, the carbon offsets were the best way to address that pollution.

"The biggest problem for us is our trucks," he said. "Compared to investing in new trucks and higher miles per gallon it's easier to buy the carbon offsets."

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Drahota recently completed the construction of an 11,000 square-foot addition and remodel project at the Eye Center of Northern Colorado's Fort Collins location at 1725 E. Prospect Road. The eye care center was originally built by Drahota in 1997. The new addition was designed to enhance and expand office and lab space. It also includes new exam rooms and an additional surgery room for the growing local eye care center. With the completion of the project, the facility now has two state of the art surgery centers as well as a laser room where Lasik surgeries are performed.

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REAL ESTATE & URBAN LIVING Parking key to downtown Loveland residences

Lincoln Place shows demand is there, but where do cars live?

By Luanne Kadlub

news@ncbr.com

LOVELAND — You know the saying, "If you build it they will come?"

That only works if it's an inviting destination — and you can find a place to park.

Case in point: Lincoln Place, the \$25 million residential mixed-use development that spans an entire block in downtown Loveland, is home to an interesting mix of residents who enjoy the urban lifestyle. The new downtown cornerstone has 200 luxury apartments and 290 parking spaces in a multilevel parking garage.

"Units filled up real quick," said Marc Cittone, Loveland city planner. "There's a sense that a successful downtown needs people living there and working there."

And, he noted, it quieted the naysayers who thought the project would not succeed. Instead, "It shows there's a pent-up demand for urban living in Loveland. Prior to Lincoln Place, that was an open question."

Mike Scholl, who joined the Loveland planning department two months ago and

who will focus on downtown strategic planning, agrees that the success of Lincoln Place opens the door for more residential opportunities downtown. "If Loveland wants to create a 24/7 vibrant downtown, it means building infill housing opportunities," he said. "My hope is that we'll identify more."

Lincoln Hotel next

One project that will add to the number of downtown residential units is the 103year-old Lincoln Hotel on the corner of Fourth Street and Lincoln Avenue. The hotel, purchased in 2002 by Charlie and Denise Salwei, is undergoing restoration to turn the three-story building into 23 apartments — 15 designed for residents with moderate-level incomes — atop street-level retail. The couple recently received a \$200,000 State Historical Fund grant that will allow them to peel back the contemporary facade in lieu of the original red brick underneath and to upgrade windows.

But again, if you can't find a place to park, what good is it all?

At one point of time, the city and Lincoln Place owners looked at a combination public/private parking facility. That didn't work out and the parking structure is private and for use by residents only.

So if you don't live at Lincoln Place, where do you park?





Krista Watzel, Northern Colorado Business Report

CAR GUYS – Marc Cittone, Loveland City Planner, and Mike Scholl, who sepcializes in downtown strategic planning for the Loveland Planning Department, are looking for solutions to downtown parking challenges in places such as Lincoln Place's residential garage.

Parking study revealed

To find an answer, the city of Loveland engaged Rich & Associates, a parking consultant based in Michigan, to conduct a study and offer recommendations on how to better manage existing parking and parking needs of the future. The mix includes residential parking, short-term parking and long-term parking and how to let the three coexist in a safe — and pleasant — environment. The vision for downtown, Cittone said, is "shared parking." The challenge is finding the space. Unlike a big-box retail center with hundreds upon hundreds of parking spaces, downtowns have a finite amount of space.

Cittone said Rich & Associates is proposing a package with different options, including spaces for currently nonexistent three-hour parking for customers who have

See LOVELAND, 27A

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LOVELAND, from 26A

a need to spend an extended amount of time in downtown Loveland. The study also recommends improved lighting and other conditions for downtown employees who walk to outlying parking lots.

"That's sort of the carrot, but you also need a stick, which is parking enforcement," Cittone said.

Quarter parked overtime

The study indicates that 25 percent of vehicles parked in downtown Loveland at any given time are in violation of time limits. Rich & Associates recommends stepping up enforcement, providing handheld devices that allow parking enforcement officers to scan license plates, and handing out courtesy tickets followed by incrementally more costly fines for multiple offenders.

Signage and education is huge when it comes to parking as well, Cittone said. Often, he said, people drive to downtown for lunch or a weekend dinner and don't find parking spots near their destinations.

"So they conclude there's no parking when they could go around the block and find parking. It seems so obvious on one level," Cittone said of signage. "But on another level there are lots of moving parts. It takes funding to do this."

The city has allocated more than \$200,000 to implement many of these improvements, part of which comes from the general improvement district that downtown property owners pay into.

What about a parking garage? If and

when is a question that will be addressed in the future. Cittone indicated that the city council would like to hear more about this from the consultants.

Designing a streetscape

Even if you can find a place to park, will you want to spend time in downtown Loveland?

The city has employed Nuszer Kopatz Urban Design Associates with offices in Fort Collins as well as Denver, Steamboat Springs and Phoenix to design a streetscape master plan. The firm will report on its findings in February or March.

Kelley Savage, senior associate at Nuszer Kopatz and project manager for the design team, said one of the first steps in arriving at such a plan is to determine how the space will be used. Is there a need for plaza space for events? Perhaps temporary street closures to enable outdoor downtown events? What about water features? Wider sidewalks to allow room for patio dining? Signage? And of course, trees.

"What we're trying to do is not only create some distinction between downtown Loveland and Centerra and other downtowns, but what is it that makes it unique. We've got some really good things to draw on, such as the Rialto Theater, that already bring people downtown," she said.

It's too soon to comment on what the design will ultimately encompass, Savage added, other than that historical architecture will play an important role.

So, where are you going to park?

If Loveland has its way, it will be where you live, work and play.

FOGBUGZ, from 7A

FogBugz accounts for two-person teams. The core of the system is the ability to create tasks. Each task is a document, accessible through a Web browser. That document can contain text ("please do this for me ..."), pictures (snapshots of a problem with a program, for instance — FogBugz can take pictures of your screen and upload them to a task), or attached files (Word files, Excel files, zip files, whatever you want).

This task can be assigned to a particular project type, assigned to a team member, and given a priority — you can also create a due date, category, area, and so on. That team member will see a list of prioritized tasks and can add notes to it as can other team members. The "owner" of the task can even send e-mails from the task, and receive responses back to the task. When the task is completed — or at least ready to pass to another team member — then the task can be assigned to someone else, or set to a "resolved" status. The person creating the task can then review it and close it.

Not just for software teams

This is a fantastic tool for development teams; there are plenty of features specific to software development, of course, such as scheduling tools. There's also a wiki, in which you can store frequently used information, and discussion boards. But again, FogBugz is not just for software teams. Here's an example.

On my Web site I have a form that allows someone who wants to use my consulting service to contact me. This form actually sends the e-mail to FogBugz, and FogBugz automatically creates a new case for the e-mail and assigns that case to my assistant. My assistant can then contact that person, and enter notes into the case to keep track of anything that's discussed. When an appointment is set up — my assistant creates a GoToMeeting link, sends a PayPal invoice, and schedules a time and date — she then closes the case. Until the case is dealt with, it's going to appear in her "to do" list, so it can't be forgotten.

I use FogBugz with my personal assistant for all sorts of tasks, both business and domestic: buy replacement bolts for my Thule ski rack (the case contains links to the Thule Web site, part numbers, and so on); pay the JurisPro advertising bill on a particular date (you can get reminders of scheduled cases); find a new tax accountant (the case can store names, numbers, and recommendations); send Client X an invoice; and so on. It's a fantastic way to keep track of literally thousands of tasks, both large and small, and the details associated with each.

There are, of course, a few little areas in which the software could be better; nothing's perfect, after all. But here's the amazing thing. When I e-mail Fog Creek saying, "Have you thought about adding this, or doing that?" within hours I get an e-mail from the company asking if I would talk with their developers to explain how my new feature or modification would work!

I've worked with hundreds of softwaredevelopment teams over the years, and Fog Creek is by far the most responsive and indeed receptive. Criticize most pieces of software and the developers, or their filter, the tech-support team, will give you the cold shoulder; criticize FogBugz and the developers say, in effect, "tell me more."

Take it from someone who's used thousands of programs over thirty years, and hated most of them — this is a fantastic bit of software, built by a team that really cares about usability!

Peter Kent is an e-commerce consultant in Denver. He can be reached at www.PeterKentConsulting.com or GeekNews@PeterKentConsulting.com.



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1	1	WOODWARD GOVERNOR CO. 1000 E. Drake Road Fort Collins, C0 80525 970-482-5811/970-498-3214	1,025 1,130	\$1,042,337,000	Designs and manufactures energy control systems and components for industrial engines, turbine and power equipment across the world.	icinfo@woodward.com www.woodward.com	1870 Tom Gendron, CEO
2	NR	CARESTREAM HEALTH INC. 2000 Howard Smith Ave. W. Windsor, C0 80550 970-686-4102/970-686-4447	800 850	N/A	Medical X-ray films.	lucille.mantelli@carestreamhealth.com www.carestreamhealth.com	2007 Mike Haas, Site manage
3	2	KODAK COLORADO DIVISION 9952 Eastman Park Drive Windsor, Co 80550 970-686-7611/N/A	750 10,301,000,000	N/A	Consumer and commercial imaging products.	N/A www.kodak.com	2007 Rob Gray, Site manage
4	NR	VESTAS BLADES AMERICA INC. 11140 Eastman Park Drive Windsor, Co 80550 970-674-6100/970-686-1103	650 N/A	N/A	Manufactures wind turbines. The Windsor factory makes the blades for the turbines.	vestas@vestas.com www.vestas.com	1979 Ditlev Engel, CEO and President
5	NR	AVAGO TECHNOLOGIES 4380 Ziegler Road Fort Collins, C0 80525 800-235-0312/N/A	600 600	\$1,500,000,000	Supplies analog interface components for communications, industrial and consumer applications.	support@avagotech.com www.avagotech.com	2005 Hock Tan, CEO
6	3	HACH CO. 5600 Lindbergh Drive Loveland, CO 80539 970-669-3050/970-669-2932	550 550	N/A	Water-analysis systems and hydro lab instruments.	orders@hach.com www.hach.com	1947 N/A
7	4	AGILENT TECHNOLOGIES INC. 900 S. Taft Ave. Loveland, CC 80537 970-679-5000/N/A	550 (1) 550	\$5,420,000,000	Technologies and solutions for communications, electronics, life sciences and chemical analysis.	contact_us@agilent.com www.agilent.com	1999 William P. Sullivan, CEO a Owner
8	5	INTEL CORP. 4701 Technology Parkway Fort Collins, C0 80528 970-898-4295/719-273-1602	400 (1) 400	\$38,334,000,000	Semiconductor chip design.	N/A www.intel.com	1968 Jerry Edsall
9	6	DELPHI MEDICAL SYSTEMS 4300 Weld County Road 18 Longmont, C0 80504 303-678-8585/303-678-8138	325 325	N/A	Contract manufacturing specializing in complex electronic and electro-mechanical assembly.	medical@delphi.com www.delphimedical.com	1996 Mark Hopkins, Presider
10	8	FORNEY INDUSTRIES INC. 1830 LaPorte Ave. Fort Collins, C0 80521 970-482-7271/970-498-9505	250 250	\$40,500,000	Provides abrasive, air accessories, safety, steel, welding supplies, hydraulics, drill bits, compressed gas program, hand tools.	sales@forneyind.com www.forneyind.com	1932 Steve Anderson, CEO ar President
11	17	PRODUCTION CONTROL SERVICE INC. 3771 Eureka Way Frederick, CO 80516 720-407-3550/720-407-3540	200 140	N/A	Plunger-lift equipment and oilfield services; oil and gas field equipment manufacturer.	Information@PCSplungerlift.com productioncontrolservices.com	1985 N/A
12	9	O-I INC. 11133 Weld County Road 64-3/4 Windsor, C0 80550 970-674-3800/419-247-2505	200 200	\$7,659,100,000	Glass-container manufacturer.	N/A www.o-i.com	1903 Dwayne Wendler, Gener manager
13	NR	ADVANCED MICRO DEVICES INC. 3665 John F. Kennedy Parkway Fort Collins, CO 970-226-9500/N/A	200 (1) N/A	N/A	Computer microchip manufacturer.	N/A www.amd.com	N/A N/A
14	7	WATER PIK INC. 1730 E. Prospect Road Fort Collins, C0 80525 970-484-1352/970-221-8715	200 300 (1)	N/A	Designs, manufactures and distributes personal health-care products.	N/A www.waterpik.com	1962 Richard P. Bisson, CEO a President and CEO
15	12	ALL AMERICAN HOMES COLORADO LLC 3333 E. Center Drive Milliken, CO 80543 970-587-0544/970-587-0545	196 181	N/A	Manufacturer of custom homes and commercial buildings.	N/A www.allamericanhomes.com	1994 Dell Herr, President
16	15	WALKER MANUFACTURING CO. 5925 E. Harmony Road Fort Collins, CO 80528 970-221-5614/970-221-5619	175 160	\$51,482,000	Commercial-grade riding and walk-behind lawnmowers and attachments.	bobw@walkermowers.com www.walkermowers.com	1959 Bob W. Walker, Preside
17	11	GOLDEN ALUMINUM INC. 1405 E. 14th St. Fort Lupton, C0 80621 303-654-8301/303-654-8356	170 185	\$106,771,388	Bare and coated aluminum coils.	Sales@GoldenAluminum.com www.goldenaluminum.com	1983 Leland Lorentzen, Presic
18	16	SUPER VACUUM MANUFACTURING CO. INC. 1511 E. 11th Ave. Loveland, CO 80537 970-667-5146/970-667-4296	155 155	N/A	Fans, truck bodies, vehicle emergency lighting and foundry.	info@supervac.com www.supervac.com, www.svitrucks.com, www.commandlight.com, www.supervacfoundry.com	1954 Tamara Sorensen; Bol Sorensen; Roger Weinme and Ron Weinmeister, Ow
19	24	TDP-TECHNOLOGY DRIVEN PRODUCTS INC. 609 14th St. S.W. Loveland, CO 80537-6329 970-667-8570/970-667-9332	150 80	N/A	Product design and contract manufacturing services for electronic and electromechanical products. Cost reduction redesign, Design For Manufacturability, Design For Environment (RoHS), and regulatory certification services. TDP is ISO 9001:2000 certified for design and manufacturing in commercial, aerospace, and medical	sales@tdpcorp.com www.tdpcorp.com	1995 Terry Precht, Presider
20	19	BAE SYSTEMS CONTAINER SOLUTIONS 19750 Weld County Road 7 Berthoud, C0 80513 970-532-268/970-532-2269	150 140	N/A	dévice industries. Container solutions for aerospace and military applications.	N/A www.baesystems.com	1994 Rob Carr, CEO
21	23	BJ SERVICES CO. 285 Weld County Road 27 Brighton, C0 80603 303-659-5853/303-659-5806	150 100	N/A	Oilfield servicing.	info@bjservices.com www.bjservices.com	N/A Mike Mcconnell, Distric manager
22	10	COLORADO RAILCAR MANUFACTURING LLC 1011 E. 14th St. Fort Lupton, CO 80621-2730 303-857-1066/303-857-4209	140 (2) 186	\$14,600,000 (2)	Manufacture full-size passenger railcars, self-propelled cars for public transit, high capacity double-deck transit coaches, glass-domed double-decked touring cars.	sales@coloradorailcar.com www.coloradorailcar.com	1986 Tom Tovar, Director
23	18	FLEETWOOD GOLDCO WYARD & AMBEC 5605 Goldco Drive Loveland, C0 80538 970-663-4770/970-663-2326	140 140	N/A	Palletizing and conveying equipment for both full goods and empty containers.	N/A www.f-g-w.com	1971 Richard H. VanderMeer, O and Jim Krapes
24	NR	S.A. ROBOTICS 3985 S. Lincoln St., Suite 100 Loveland, C0 80537 970-653-1431/970-663-5898	130 78	\$16,364,000	Complete design, engineering, fabrication and testing of remotely operated and robotic equipment and containment systems. Carbon fiber manufacturing including hand-layup and winding, and autoclave and oven curing. Custom machining and waterjet cutting.	info@sarobotics.com www.sarobotics.com	1992 Michael Cappello, CEC
25	NR	AVA SOLAR INC. 4557 Denrose Court, Unit B Fort Collins, C0 80524 970-472-1880/970-482-3999	130 N/A	N/A	Manufacturer of thin-film photovoltaic (PV) modules.	info@avasolar.com www.avasolar.com	2007 N/A



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1		ASPEN LEAF APARTMENTS 3501 Stover St. Fort Collins, CC 80525 866-486-5159/970-226-5503	345 575-807 15 17.39 acres	\$600 - \$680 Yes	Full kitchen, storage, furnished available, cats welcome, basketball/tennis courts, pool, laundry facility, bus/public transportation, gated entrance.	Barbara Nielsen Gould and Co. 1978	N/A aspenleafapts@yahoo.com
2	2	THE PRESERVE AT THE FORT 1212 Raintree Drive Fort Collins, C0 80526 970-498-852(970-416-9510	314 733-1549 16 18 acres	\$740-\$1325 Yes	W/D in every home, A/C and gas fireplaces, business center, heated pool, all-season hot tub, volleyball/basketball courts, dry sauna, access to Rolland Moore Park.	The Erie County Investment Co. Hamilton Zanze & Co. 1994	www.thepreservecommunities.com patmleasing@thepreservecommunities.com
3	3	RIVER GLENN APARTMENTS 2736 Raintree Drive Fort Collins, CO 80526 970-226-4980/970-226-4667	300 600-950 22 16 acres	\$665 - \$810 Yes	Outdoor pool, fireplace, built-in table and entertainment center, laundry, W/D available.	Griffis Blessing Management Collins West Apartments Colorado LLC 1986	www.gbrents.com riverglenn@griffisblessing.com
4	4	COUNTRY CLUB WEST APARTMENTS 1001 50th Ave. Greeley, C0 80634 970-356-3830/970-356-1388	288 620-1120 18 19 acres	\$699 - \$1069 Yes	Free coffee, W/D hookups, laundry facility, military moving clause, pool, sauna, playground, fitness center, patio/balcony, wheelchair access.	OP Property Management, LLC Aimco 1986	www.countryclubwestapts.com countryclubwest@aimco.com
5	5	THE VILLAGES AT CUNNINGHAM CORNER 3436 S. Shields St. Fort Collins, CO 80526 866-716-9824/N/A	284 595-1078 N/A N/A	\$585 - \$675 Yes	Top-grade appliances, high-speed Internet available, W/D hookup, close to shopping and CSU, playground, pool, spa, fitness center, public transportation, covered parking.	RLS Management Co. RLS Management Co. 1996	www.rlsonline.com info@rlsonline.com
6	6	RAMBLEWOOD APARTMENTS 155 Briarwood Road Fort Collins, C0 80521 970-484-5559/970-490-1612	281 395-900 32 22 acres	\$562 - \$873 Yes	Full kitchen, storage, computer lab, outdoor pool, private shuttle to CSU, bus/public transportation, business & fitness centers, laundry, all utilities paid.	Monarch Investment Gold Crown Management 1974	www.ramblewoodapartmenthomes.com rwmanager@monarchinvestment.com
7	7	ARGYLE AT WILLOW SPRINGS 2002 Battlecreek Drive Fort Collins, CO 80528 970-229-1882/970-229-0086	280 685-1373 15 N/A	\$755 - \$1250 Yes	Short term & furnished apartments available, fitness center, business center, pool, spa, private detached garages available, easy access to I-25.	Melissa Beebe Countryside Asset Management 1999	www.argyle-willowsprings.com argyle@argyle-willowsprings.com
8	8	CRESCENT COVE APARTMENTS 2500 Crescent Cove Drive Evans, C0 80620 970-339-3834/979-330-8505	264 600-1328 18 N/A	\$580 - \$685 Yes	Free expanded cable, garages available, 24 hour gym, fitness center, hot tub, pool, A/C, playground.	Timm Properties M. Timm Development 1998	www.mtimm.com Mgr-CC@mtimm.com
9	9	PARKWOOD PLACE APARTMENTS 1709 31st St. Road Greeley, Co 80631 970-351-0303/970-351-8311	259 724-922 19 25 acres	\$375 - \$650 No	Heat paid, laundry, pool.	Vintage Corp. Vintage Corp. 1973	vintage-corp.com N/A
10	10	THE ARBORS AT SWEETGRASS 1720 Kirkwood Drive Fort Collins, C0 80525 866-527-7307/970-221-5972	259 724-922 19 25	\$749 - \$939 Yes	High-speed Internet available, fitness center, inline hockey rink, 24 hour maintenance, pool, hot tub, standard cable,	Riverstone Residential Group N/A 1986	www.arborsco.com areider@riverstoneres.com
11	11	NEW COLONY LTD. 1917 S, Shields St. Fort Collins, C0 80526 970-484-7754/N/A	254 550-1500 33 25 acres	\$560 - \$1100 Yes	1, 2 & 3 bedroom ranch styles, private patios, laundry facilities, fitness center, indoor hot tub & sauna, swimming pool, close to CSU, adjacent to Rolland Moore Park.	Carrie Gillis New Colony Ltd. N/A	www.newcolony.com nucolony@frii.com
12	12	COURTNEY PARK APARTMENTS 4470 S. Lemay Ave. Fort Collins, C0 80525 970-223-3898/970-223-5493	248 620-1120 13 N/A	\$799 - \$1049 Yes	1 & 2 bedrooms, W/D in each home, business center with high-speed Internet access poolside, fitness center, faux stainless appliances, cozy fireplace.	OP Property Management LLC Aimco 1987	www.courtneyparkapthomes.com courtneypark@aimco.com
13	13	LONGMEADOW APARTMENTS 2311 W. 16th St., No. 105 Greeley, Co 80634 970-356-7129/970-356-9565	245 672-1270 5 10 acres	\$600 - \$925 N/A	Clubhouse, indoor pool/sauna, exercise room, racquetball/tennis courts, W/D on every floor of every building.	Ray & Vicki Psalzgraff 1623 Co. 1970s	rentlongmeadow.com manager@rentlongmeadow.com
14	14	PEAKVIEW AT T-BONE RANCH 4750 W. 29th St. Greeley, Co 80634 970-330-1475/970-330-9537	224 822-1358 16 N/A	\$766 - \$1294 Yes	Air conditioning, extra storage, washer and dryer in unit, walk-in closets, small pets allowed, patio or balcony, garages, fireplace, playground, fitness center, pool.	Baron Property Services LLC Omni Apartment Communities 2002	www.ForRent.com/peakviewatt-boneranch leasing.tboneranch@baronproperties.com
15	15	PEAKVIEW BY HORSESHOE LAKE 341 Knobcone Drive Loveland, CO 80538 970-461-4957/970-461-9572	222 803-1358 13 12	\$700 - \$1018 Yes	W/D included, built-in computer desks, gas fireplace, island kitchens, fitness & business centers, sports area, pool, hot tub, play area.	Baron Property Servicers LLC Omni Management 2002	www.ForRent.com/peakviewbyhorseshoelake leasing.horseshoe@baronproperties.com
16	16	THE PRESERVE AT THE MEADOWS 350 Riva Ridge Drive Fort Collins, C0 80526 970-266-1894/970-266-1736	217 684-1102 10 13 acres	\$750 - \$1100 Yes	W/D in every home, A/C and gas fireplaces, heated pool, all-season hot tub, fitness center, media room, guest suite available, attached/detached garages.	The Erie County Investment Co. David Bailey 2002	www.thepreservecommunities.com patmleasing@thepreservecommunities.com
17	17	SOMERSET APARTMENTS 451 Boardwalk Drive Fort Collins, C0 80525 970-226-0853/970-226-4803	216 690-972 14 6 acres	\$600 - \$850 Yes	W/D connection, energy efficient dishwasher, sunken living room, vaulted ceiling, indoor hot tub & sauna, fitness center, clubhouse.	Carrie Gillis Somerset Apartments LTD 1986	www.somersetapts.com somerset@frii.com
18	18	GATEWAY PLACE APARTMENTS 3750 W. 24th St. Greeley, Co 80634 970-330-5704/970-330-2045	210 726-926 13 40	\$700 - \$800 Yes	W/D hookups, high-speed Internet available, detached garage, fitness center, playground, pool, extra storage, spa, laundry facility.	DiAnna Phillips Ross Management Group 1987	ross-rentals.com manager@gatewayplaceapartments.com
19	19	MIRAMONT APARTMENTS 4900 Boardwalk Drive Fort Collins, C0 80525 970-223-4940/970-223-4097	210 808-1101 15 14 acres	\$780 - \$979 Yes	Fireplace, walk-in closets, W/D in unit, patio/balcony, detached garages, fitness center, pool, spa, clubhouse.	Con-Am Management Corp. Con-Am Management 1995	www.conam.com miramontapartme2@qwest.net
20	20	THE SEASONS AT HORSETOOTH CROSSINGS 1020 Wabash St. Fort Collins, C0 80526 970-377-2077/970-377-1181	208 700-1260 26 N/A	\$875 - \$1395 Yes	W/D included, designer kitchens, 9 ft. or vaulted ceilings, private entrances & balconies, garages available, outdoor pool & spa, business & fitness centers.	David Konopka Omni Management 2000	theseasonsathorsetoothcrossings.com horsetoothcrossings@greystar.com
21	21	LINCOLN PLACE APARTMENTS 325 E. Fifth St. Loveland, CO 80527 888-840-0535/970-461-8616	200 665-1711 1 N/A	\$785 - \$1,760 Yes	Downtown setting, multi-level parking structure, private balconies, walk-in closets, contemporary finishes, W/D, pool, spa, clubroom, fitness center.	Paula Granato N/A 2007	www.lincolnplaceapartments.com lincolnplace@legacypartners.com
22	22	BROOKVIEW APARTMENTS 1717 Welch St. Fort Collins, C0 80525 970-493-4250/970-493-4250	200 632 - 1,116 20 26.3 acres	\$560 - \$700 Yes	Storage space, limited access, sundeck, pool, on-site maintenance.	Old Town Square Properties Old Town Square Properties 1974	oldtownsq.com brookviewatoldtownsq.com
23	23	PINECONE APARTMENTS 2212 Vermont Drive Fort Collins, C0 80525 970-226-4800/970-223-8474	195 706-999 N/A N/A	\$735 - \$955 Yes	Mountain views, outdoor pool/spa, garages, covered parking, walk-in closets, fitness center, W/D in unit, freeway access.	ConAm N/A N/A	N/A N/A
24	24	GOVERNOR'S PARK APARTMENTS 700 E. Drake Road, No. H2 Fort Collins, CO 80525 970-493-3030/866-875-0119	188 870-890 16 N/A	\$799 Yes	Large closets, W/D, resident events, transfer & homeplanner programs, pool, sauna, fitness center, playground, senior discount.	JRK Residential Group JRK Residential Group 1982	rentals.move.com/propid/9873 N/A
25	25	BULL RUN 820 Merganser Drive Fort Collins, C0 80524 866-345-8636/970-221-2773	176 1,121-1,411 22 N/A	\$636 - \$903 Yes	2, 3, & 4 bedroom apartments & townhomes, affordable housing options, W/D rentals, computer alcove, private entrance, pool, business & fitness centers, playground.	2000	www.ForRent.com/bullrun N/A
Region su	irveyed is	Brighton, Larimer and Weld counties.				Based upon responses to Business Rep To be considered for future lists, e-ma	ort survey researched by Josh Johnson il research@ncbr.com

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TRASH, from 3A

based R3 Consulting in July that strongly urged converting to a districted or citywide contract for trash services to reduce the number of trucks operating in the city and the damage they cause to streets.

The city also wants to improve its recycling rate, according to Ann Turnquist, Fort Collins city council policy manager. Turnquist said other cities with more control over their trash haulers have higher recycling rates.

And Fort Collins has become an exception among many of its peers, she noted. "We're really in a minority by having an open, competitive system," she said. "It's a much more common model to have a district system, a city contract, or a city-run program like Loveland."

Natural attrition

Turnquist noted that there were six residential haulers operating in Fort Collins 10 years ago and now there are only three: Gallegos, Ram Waste Systems and national giant Waste Management — a company so big it has its own local landfill east of Fort Collins.

Gallegos said if it came to a bid for a single citywide contract, there would be no way to compete with Waste Management. "When things like this happen, the little guys disappear," he said. "They have the resources. It would not be a favorable thing for small business."

Ray Meyer, general manager of Ram Waste Systems, said he's also concerned about any move to change the present open system. Going to a districted or single-hauler system might not kill Ram Waste, he said, "but it would take a big chunk out of it."

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Meyer said Ram Waste did a random survey of 3,500 of its Fort Collins customers and about 3,400 said they didn't want to see anything change.

That speaks to how people feel about being able to choose their trash-hauling company and to not have the city make that decision for them, he said.

"The point a lot of people don't understand is we created this excellent service in this town, and to try to make a one-sizefits-all approach you're going to have a lot of screaming," Meyer said.

City-run systems

Other cities in Northern Colorado have a variety of trash collection systems. Evans and Loveland, for example, have city-run solid waste systems that have been running well for years. Mike Berry, solid waste supervisor for the city of Loveland, said the system consistently receives 90 percent resident satisfaction ratings and has a customer recycling rate approaching 50 percent — a level the city of Fort Collins still dreams of achieving.

"The style of service we provide encourages people to recycle," Berry said.

Greeley, which still has an open trash collection system with several private haulers, wrestled with the notion of a districted or single-hauler system last year but ultimately rejected making a change.

"While many people supported having just one truck in their neighborhood once a week, we got huge pushback from the trash companies and people who said they wanted a choice," said Becky Safarick, Greeley's community development director.

Fort Collins City Councilman Ben Manvel said he's one of several council members who want to have a thorough discussion of the issue before the year ends.

"I thought it was worthwhile to investigate those (districting and single-hauler) possibilities," he said. Manvel noted that the R3 study made a number of positive points about reducing the number of trucks, which cause an estimated \$170,000 in city street damage each year.

"If you just look at the numbers and leave the emotion out of it, it seems like the logical thing to do," he said. But emotion rises quickly when it comes to telling people how their trash will be collected, Manvel noted.

"It is a hot-button issue," he said. "Like (city) logos and chickens, it's something people can get their teeth into."

"When things like this happen, the little guys disappear."

Matt Gallegos, president Gallegos Sanitation

Already districted

The council has agreed to take one possibility off the table. It will not consider creating a city-run solid waste system even though Loveland's closed system achieves much higher recycling participation.

Manvel noted that the city already has a de facto districted system in some respects with neighborhood associations choosing one hauler for their community. He said there may be some way to emulate that on a citywide basis.

"I don't want a heavy-handed government decision either, but there might be a way to go that reduces that truck traffic," he said.

Turnquist said the city will take up the trash collection question again in a work session set for Dec. 9. Meantime, the city's Natural Resources Board and Air Quality Advisory Board have both endorsed a districted collection system.

City staff, including Turnquist, Senior Environmental Planner Susie Gordon and Natural Resources Director John Stokes are leaning toward an option that would keep the open collection system while adding requirements to trash hauler licenses to increase recycling efforts.

"By implementing additional requirements on trash hauler licenses and implementing several strategies for increasing recycling, staff believes that the city can make significant progress on reaching the city's 50 percent diversion goal," Turnquist and fellow staff wrote in the Sept. 23 work session packet to council.

That approach, if embraced by the council, would go a long way toward calming Gallegos' and Meyer's fears.

"We believe in the need to improve the system," Gallegos said. "We just don't believe the government has to get in the middle of it."



Food, fuel prices put eateries in precarious balance

Farm-to-table costs part of challenge of restaurant business

"There are lots of moving parts in this business," said Mike McCarty, restaurant consultant and co-owner of **4th Street Chop House** and **McGraff's American**

Grill in Loveland. "Among other things, you have to market, sell, produce, inventory and warehouse. It looks like a simple business because people cook in their own homes. But it isn't."



There have been times in 2008 when all those moving parts seemed as if

STEPPING OUT Jane Albritton

they might run out of gas — literally. The obvious, direct hit came from rising fuel prices. The more it costs to run a tractor to harvest crops, to transport food for processing and then deliver it to the restaurant's back door, the higher the cost to the owner and the diner.

The less obvious gas-related cost came from increased production of ethanol, the fuel that has promised to free the nation from foreign oil but not without tying up agricultural land. According to the National Restaurant Association's Senior

See STEPPING OUT, 34A



NOT AS SIMPLE AS IT LOOKS – Mike McCarty, owner of McGraff's American Grill and the 4th Street Chop House in Loveland, is just one of the region's restauratuers who have seen costs skyrocket as a result of rising costs for fuel as well as increased ethanol production diverting land from agricultural uses.

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WOODWARD, from 3A

started in Fort Collins with a pilot line that allowed the company to get the process and certifications in place.

100 new jobs

The plan is to ramp up the line in Loveland during the first half of 2009. Once it is in full-production, the inverter business will employ about 100.

Meanwhile, the Fort Collins facility will also be getting some upgrades. Gendron said that plans for a new engine lab are under way, with work on it not slated to begin for at least a year.

"It's a big investment, and it's really great for this community," Gendron said.

In all, the upgrades and modifications made to the Northern Colorado sites will run about \$30 million. Gendron said that there is no specific number of jobs tied to the new lab, but that employment growth will occur at both sites in the foreseeable future. Woodward currently employs about 1,000 in the region.

Growth is also in the cards for the soonto-be displaced GE. Mark Beckett, the communications manager for the Control Solutions group, said that the company is now evaluating facilities in and around Loveland. Based on Woodward's timeline, the company plans to be out early in 2009.

The move is probably coming at a good time, as Beckett noted the more than 180 employee group was bursting at the seams in Woodward's building. Like Woodward, changes and growth in the energy industry are driving growth for GE's controls division. The Loveland site is primarily responsible for servicing the control systems. "There's always a continued need to approach customers of our control systems and other control systems to upgrade or replace their equipment," Beckett explained.

Power-sector base

About 95 percent of the business' customers are in the power generation sector, specifically fossil fuels, hydro, nuclear and a little bit of wind.

Beckett estimates there are around 30,000 GE systems installed worldwide. Now that systems are moving toward a microprocessor base, the ability and attraction to upgrade is moving at a much quicker pace. The company also installs new units; however, such deals are less frequent.

Beckett said that the Loveland site is also involved in a new growth area for the company — software.

"We typically think of ourselves as hardware system suppliers," he explained. With the growing complexity of power generation systems, software is becoming a key element that can optimize a plant virtually at the click of a button.

The evolution of the energy industry was behind the decision to locate part of Woodward's wind turbine inverter business in Loveland. The work is currently housed solely in Woodward's facility in Kempen, Germany. Most of Woodward's clients in the wind energy business are in Europe, but have plans to expand in the United States and in China. The Loveland line will be in support of the company's European customers hoping to capture some of the growing U.S. market.

"The industry is growing very rapidly, and we expect a lot of that to occur here in the U.S.," Gendron said.

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Woodward closes two deals

Even as much of the business world was roiling in the wake of a global economic crisis, Woodward Governor Co. was able to pull the trigger on two acquisitions and land some relatively cheap financing.

In the span of a few days during the first week of October, Woodward purchased MPC Products Corp. and MotoTron Corp. MPC, based in Skokie, Ill., manufactures high-performance electromechanical motion control systems. The acquisition will form a new business segment for Woodward — Airframe Systems.

Woodward has had a long-standing relationship with MotoTron, which was owned by Brunswick Corp. The company produces software tools and processes used in control system development, with expertise in engine, transmission, vehicular and exhaust after-treatment control. Woodward purchased the outstanding capital stock of MotoTron, along with all related intellectual property.

The rapid-fire acquisitions were actually a long time in the making. Woodward CEO Tom Gendron explained that growth and acquisition goals are laid out in a long-term plan.

"I've been talking to (MPC) for seven years," Gendron said, noting that persistence pays off. "It's something we've always wanted to broaden our expertise in."

The MotoTron acquisition was also simmering for a while. Since 2002, Woodward has worked in a joint venture

with MotoTron. Gendron said Woodward approached parent company Brunswick about four years ago about a possible purchase of the division, but Brunswick was not receptive to the offer.

The down market might have opened up the opportunity for Woodward. Gendron declined to comment on the reasons Brunswick decided to sell MotoTron, allowing only that "it became available for sale." However, in the days following the acquisition Brunswick announced it would shutter four plants and lay off about 1,400 employees. The company's stock plummeted to an 18-year low.

Overall, the climate of a down market could help many companies make targeted acquisitions.

"With what's out here, it's a great opportunistic environment," Gendron said. "When you're financially strong going into this kind of an environment, it creates an opportunity."

In addition to the acquisition news, Woodward was able to secure several lines of credit. The company entered into a term loan facility with a group of lenders for \$150 million that carries a relatively low interest rate in the current risk-averse climate. It has also completed a private placement with institutional investors that provides \$200 million.

"We're kind of proud of it," Gendron said, pointing to the favorable rates at a time when many companies are struggling to get funding of any sort. — *Kristen Tatti*

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Steve Porter, Northern Colorado Business Report

AQUAPONICS RESEARCH – Institute President Wayne Dorband checks the status of some research in aquaponics going on at a field station near Carter Lake. The site will be used to study a variety of affordable, environmentally friendly projects under consideration for funding by the institute.

ECOLONOMICS, from 1A

economy) were not two different hemispheres but two sides of the same coin, as he often said."

Green real estate

The Institute of Ecolonomics' new home will be the focal point of the nonprofit side of its mission.

On the for-profit side, Institute President Dorband is founder of Mountain Sky Group, a Northern Colorado-based, green real estate development company, as well as Cherokee Investment and International Risk Group, two of the largest redevelopers of environmentally contaminated real estate in the world.

IRG has helped clean up several sites around the nation, including Lowry Air Force Base near Denver which was closed in 1994 and is now under commercial and residential redevelopment.

"We're kind of unique in that we're a combination of for-profit and nonprofit ventures," Dorband said, noting that Mountain Sky is serving as the management portion of the enterprise. "Our niche is in attracting technological innovations and businesses that are about cleaning up our natural resources, primarily air, water and soil."

Getting it done

Fardulis, who formerly served as president of Loveland-based Monarch Youth Homes, said the Institute is focused on helping launch projects that promote protection of the environment, recycling and that can also make money.

"As Dennis said many times, until we can show there's a profit in ecology, it won't get done," he said.

Dorband, a former college professor, said the Institute already has received more than 40 project proposals and is studying about a dozen for possible funding. They've already received one especially promising proposal that involves a method of cleaning contaminated land sites at about one-fifth

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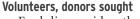
For more information on the Institute of Ecolonomics, visit www.ecolonomics.org.

current costs.

"Our real goal is to bring good ideas, projects and technologies to market," he said.

"We want to attract through the institute modern-day technologies that will be utilized to create a stronger

economy," Fardulis added.



Fardulis said the Institute is looking for volunteers to help get it off the ground. "It doesn't

matter about their back- **FARDULIS** ground — they just have

to be willing to roll up their sleeves and get involved in our projects," he said.

Also sought, he said, are donors and investors and people with good ideas. "We strongly encourage anyone who has a project that is ecolonomic to bring it to us," he said.

The newly reborn Institute has been up and running about six months after moving to Colorado, where Weaver's wife of 60 years, Gerry, still lives in their "Earthship" home in Ridgeway.

Fardulis said he talks to Gerry Weaver regularly and is happy to be carrying on her late husband's vision.

"She was very concerned that his vision would carry on after his passing," he said. "I think it's more impactful today than it ever was before his passing."

Fardulis said he has nothing but admiration for the late star. "Dennis Weaver was one of the first people to put his money where his mouth is," he said. "Dennis' greatest success in life was in getting people excited about ecolonomics."



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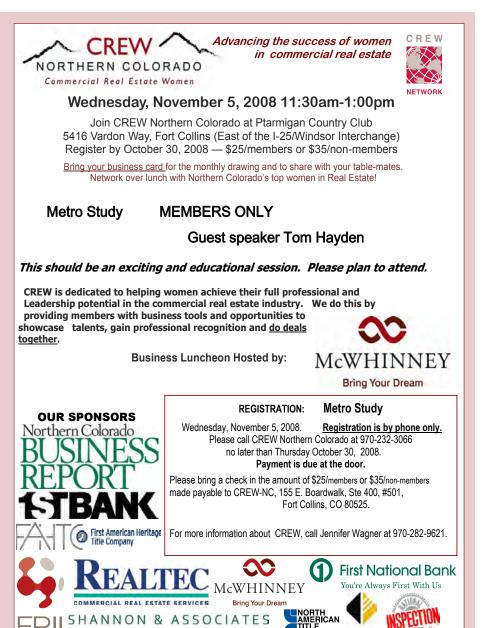
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STEPPING OUT, from 31A

Vice President of Research and Information Services Hudson Riehle, "In 2007, food-to-fuel policy led to 25 percent of the U.S. corn supply being diverted into ethanol. That number will rise to over 30 percent in 2008."

Riehle concluded that the diversion of food crops is reducing the supply of food and feed and contributing to food-price inflation.

"Food inflation this year has been running between 8 and 9 percent," McCarty said. "When we priced our menu this past January, we thought it would be about 4 percent; 2 percent is typical."

In the best of times, McCarty noted, only one in 10 restaurants will survive. The cascading effect of higher prices for oil and corn on the price of food will require restaurant owners to think carefully about how they source their food and manage their menus.

"I started in the restaurant business in 1977 when we opened the **Summit Restaurant** in Loveland. We had it almost 20 years," McCarty said. "It was easier to open a restaurant then. There were fewer chains."

He added that while it might seem that economies of scale give big chains an advantage over local or small-scale chains, the real key to running a successful restaurant is learning how to manage purchasing and distribution.

"The secret is negotiating the best deal," he said. "Knowing how to put together a contract with distributors makes the difference."

Different restaurant owners approach distribution differently. McCarty uses **SYSCO**, a \$37 billion company that supplies food to restaurants, schools, hospitals and any other institution where dinner is served. The company recently got high marks from *New York Times* reporter Hannah Wallace, who wrote that SYSCO's CEO Rick Schneiders has "partnered with small farms, appointed a vice president of agricultural sustainability and started programs to help farmers market their products regionally."

Patrick Laguens, chef, sommelier and owner of **Plank** in Fort Collins, keeps his menu as close to home as possible and holds costs down by putting bread and water on the table by request only.

"We change our menu every four to six weeks, which lets us follow the seasons and use local suppliers as much as possible," he said. "We have so much available to us nearby, why add to our expense by importing? Think about the carbon we put in the

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air when we bring mushrooms from Asia instead of getting them just down the road at **Hazel Dell**."

Ken Smith, associate professor and coordinator for the restaurant and resort management program at Colorado State University, agreed. He has for years been teaching his students what SYSCO has recently discovered.

"At the **Aspen Grille** (the student-run restaurant in Lory Student Center), we have a farm-to-table mindset," Smith said. "The students see the food being grown and raised. They come back and price it, develop a menu and serve it. This past summer we raised our carbon-neutral greens on campus and delivered them to the restaurant by bicycle. We ended our planting in the greenhouse the second week in October. It made no sense to plant lettuce and use fossil fuels to heat that greenhouse."

As winter arrives, the Aspen Grille begins to source its organic products in an ever-widening circle to reflect the fact that it's cold outside. In the classroom, students track commodity prices for corn, soybeans, wheat and rice as well as oil.

"What an education that has been," he said. "They now understand the interaction between food and fuel, worldwide, and the battles that will take place in the future as these competing uses become more critical."

In general, and despite the recent rises in commodity prices, longtime restaurateurs like McCarty, Smith and Laguens remain optimistic about the flexibility of their industry.

"I might hesitate to get into the market right now," McCarty said. "It's hard to get a restaurant loan even in the best of times. But if you know the business, there are opportunities. Experience, a good concept and the right space will always work."

Great American Beer Festival

Once again, Northern Colorado has demonstrated that it can hold its own in the highly competitive world of beer brewing. The **Great American Beer Festival** in Denver, Oct. 9-11, attracted 432 breweries featuring a total of 2,902 beers and a crowd of 46,000 to sip it all down. On the big corporate end of the scale, **Anheuser-Busch** took two golds and a silver. **CB & Potts** won a gold and a silver, **New Belgium Brewing Co.** won a gold and **Rock Bottom Brewing** won three golds.

In the pro-am competition beloved of home brewers, Doug Odell teamed up with Alex Grote to win the bronze with Irish Red, available at the **Odell Brewing Co.** taproom in Fort Collins.

Although the mood at the beer fest was certainly festive, one of the hot topics among brewers was the shortage of hops. As farmland is diverted to more lucrative crops (e.g., corn), the price of a six-pack has been increased by about \$2. Perhaps food-to-fuel policies merit a second look.

iOł

Restaurants still doing business

While the effects of rising fuel costs and food inflation on Colorado restaurant sales for 2008 will not be known until sometime next year, the second quarter report from the state **Department of Revenue** looks strong. Colorado sales increased 3.5 percent, to about \$2.03 billion, over second quarter last year, while sales for the entire United States increased 4.6 percent, to \$117.8 billion, over the same period. Weld County restaurants showed the largest increase in the state at 8.8 percent; Larimer came in at 2.2 percent, third from the bottom.

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TRANSIT, from 19A

byway extending from Cherry Street on the north to Harmony Road on the south. It runs alongside the Burlington Northern Santa Fe Railway, just west of College Avenue.

The basis of the Corridor is a transportation line connecting downtown with Colorado State University, Foothills Mall and retail on South College Avenue. Aside from paths for bikers and pedestrians, which are already in place, a bus rapid transit system is set to start running in 2011.

While transit may have been the impetus, development is the action of today.

"We have an approximate \$100 million in construction projects that are targeting that zone," said Jason Ortiz, a broker with Marcus and Millichap Real Estate Investment Services in Fort Collins.

While no specific tenants are being announced at this point, Ortiz said he is confident the transit-oriented development will be successful.

"We just have a ton of out-of-state and regional interest in this area," he said. "We consistently see that people want to be in this University and Corridor area."

Lofty loft projects

The interest in new housing developments in the area supports that contention.

The Urban Living Lofts at Magnolia, completed last year at the corner of Magnolia and Mason streets, is a high-end four-story infill development, with a parking garage, open atrium, rooftop observation deck, first-floor professional office space and 18 residential units with large kitchens and the option to customize units to personal tastes with top-of-the-line furnishings. Designed by JCL Architecture and built by Brinkman Partners of Fort Collins

for Californiabased developer Urban Living Concepts LLC, only a handful of the lofts are still listed for sale. They range in size from 950 to 1750 square feet, and start in the high \$300s in price a two-bedroom, two-bath unit is currently offered for just over \$500,000.

Another high-

end project currently signing tenants is Penny Flats at the corner of Maple and Mason streets, developed by Boulder-based Coburn Development through a public/private partnership with the city of Fort Collins. More than half of the 24 residential units in the first phase of the mixed-used development have been sold. The remaining units range in size from about 1,000 to 1,500 square feet and in price from \$265,000 to \$485,000, and feature wood floors, underground parking and large windows overlooking Longs Peak.

"It's a quality-built project with many upgrades available," Hannah said. "It's fantastic from the ground up."

Eventually, the Flats will include 147 units in eight buildings. Each building will have three stories of residences, with the bottom story offering commercial or office space. Specific tenants aren't being released at this time, but Hannah said grand openings should start in January.

"(The retail) will be great to bring a lot



Courtesy Keller Williams

ALL THE AMENITIES – Urban residences usually feature open floor plans, hardwood floors and, in Fort Collins' Penny Flats, spectacular mountain and city views.

of energy to the north part of the Mason Corridor," Hannah said.

Demand still strong

While many cities throughout the country are seeing stalled developments and budget cutbacks as a result of the turmoil in the credit markes, there seems to be a consensus among real estate agents and city staff that the supply coming in to Fort Collins will be met with an equal demand.

"There's quite a bit of overreaction going on in the market," Ortiz said. "Investment sales over \$10 million are almost dead, but \$1 million to \$10 million deals, particularly in Northern Colorado, are very healthy. At the end of the day we're going to see a pipeline of more quality projects."

Part of the draw to Mason Street is a push from the city government in

FROM THE ARCHIVES Find related stories free of charge in the *Northern*

Colorado Business Report archives at www.ncbr.com:

- "City makes progress on Mason transit corridor," 8/4/06
 "\$68 million Mason corridor project nearer
- reality," 4/27/07
- "130 take 'Tour de Mason', "6/27/08

"We can't require structured parking, affordable housing or mixed use, but we can pro-

perks for certain

features, some-

thing they have

seen work in

other transit-ori-

ented areas.

vide incentives if they do any of those or a combination of those," said Ann Aspen, senior city planner with the city.

Ortiz says the approach is working.

"The city is really working with the development process," he said. "They're not loosening their standards by any means, but they're working on projects they like."

Eric Nichols, a broker with Realtec Commercial Real Estate in Fort Collins and a vocal supporter of Mason Corridor, sees Mason Street surpassing Boulder's Pearl Street, especially with the additional transit factor.

"It's pretty amazing what is going to happen," he said.

Aspen agreed.

"The really interesting thing about Mason Corridor is it's a combo of our first transit line and a change in how we're thinking about the land use on the corridor," she said. "That synergy is really building a lot of momentum."



"As a national speaker and trainer, the need to be flexible for my clients is essential for our success. Working with FROSCH Travel makes that happen."

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"We wanted a bank with a big heart."

At a nationally recognized clinic like Friendship Hospital for Animals, advanced technology is essential for a fast diagnosis and decisive treatment. But for Dr. Cat Cross, her husband Jeff, and Callie the Wonder Dog, great patient care is all about heart.

"It's about taking the time to get to know our patients and their owners," says Dr. Cross. "That's why we schedule appointments for 30 minutes instead of the usual 15. We're focused on people and the pets they love – not watching the clock."

A thriving hospital needs a strong bank to stay healthy. That's why Jeff and Cat chose **Home State** for their business accounts and merchant processing – along with their personal accounts and home equity credit line. "Home State gives us everything we'd get in a big, corporate bank," says Jeff. "But at Home State the bottom line is people, not just business."

If you're looking for a veterinarian who'll love your pet as much as you do, call Friendship Hospital for Animals. But if you're looking for a strong bank with a big heart, call **Home State Bank.** 203-6100.



COMMENTARY

EDITORIAL

Local ballot issues need voter support

Over the past several editions, the Business Report has weighed in on statewide ballot issues that affect the business community, and readers can see where we stand at www.ncbr.com.

But, as former House speaker Thomas "Tip" O'Neil said, "all politics is local," and two very local ballot questions in Northern Colorado deserve voter approval.

In Larimer County, Issue 1A would provide a .25 percent county-wide sales tax increase - equivalent to 25 cents on a \$100 purchase — for the purpose of building, staffing and operating a treatment and detox facility for drug and alcohol abusers and people suffering from mental illnesses. We join a broad cross-section of the Larimer County community in calling for the passage of this measure.

A yes vote on Issue 1A would move this community toward sensible solutions to serious problems that affect one in four families in the county. The measure makes good economic sense because it addresses directly the revolving door criminal justice system that costs taxpayers plenty without affording permanent solutions.

Fact: It costs taxpayers \$36,000 annually to jail a person who has a substance abuse or mental health problem that led to the commission of a crime. Fact: It costs \$8,500 annually to provide intensive treatment for the same person. With a recidivism rate of 81 percent for such people, the math is clearly on the side of a vote in favor of 1A.

Greeley questions

A smaller number of Greeley voters will decide on a pair of ballot questions that have the potential to reinvigorate the city's urban core, and make downtown Greeley a much more vibrant, livable and enjoyable place.

First, voters within the Downtown Development Authority district who request ballots - the issue will not appear on the general election ballot - will decide whether to accept a 5-mill increase in property taxes, equivalent to a 6.6 percent rise. A second question would grant bonding authority to the DDA in a manner that other cities, including Fort Collins, have put to beneficial use

As it stands now, any development proposal that would require issuance of bonds would have to await a vote of approval by the city's electorate during a general election. The mill levy question would grant that authority to the city council, speeding up the timetable.

Greeley's downtown district has been showing clear signs of a turnaround. A yes vote on each question would help keep that resurgence on track.



"Don't you kind of miss being a fly-over state?"

NCBR poll watch

Who will the bailout help most?

Wall Street	t		
			70%
Main Stree	et		
4%			
The world			
	26%		
		responses to Oct. 6 throu	
Next quest Which cano friendly?		l be most b	usiness

Answer now at www.ncbr.com. Responses will be accepted through Nov. 3.

Amendment 47 preserves workers' right to choose to pay dues or not

If you start your own company, nobody would say you must join a chamber of commerce to stay in business. If you grow

corn, nobody would say you must join the Corn Growers Association. People voluntarily join such organizations because they see

them as valuable. Yet thousands of Coloradans are forced

to join or pay dues to private organizations against their will at many workplaces Solin across Colorado.

Doesn't it seem unfair that someone could force you to join a private organization to keep a job? It is. There are many reasons to join private organizations that might benefit you or the community, but nobody should be forced to join. That's why we support Amendment 47.

Amendment 47, the Colorado Right to Work Amendment, is simple — it says that a worker cannot be forced to join a union or pay union dues in order to get or keep a job. But it also preserves a

worker's right to voluntarily join or financially support a union.

Take for example the Plumbers Union Local 3, the Colorado Education Association, or the Fire Fighters Local 1290. All are unions whose members choose, freely, to join. They exist because their members see something of value in being part of these private organizations.

Amendment 47 affords every worker the same right to freely choose to join or not, without risking their job.

Amendment 47 is not anti-union; it's pro-freedom and pro-worker. The benefits are twofold.

■ It's an economic issue. There are 22 right-to-work states, and studies consistently show that right-to-work states perform better economically than nonright-to-work states. That means more jobs, higher paying jobs and a better economic environment for Colorado.

■ It's a freedom issue. We believe all workers should have the freedom to choose whether or not to join a union or pay union dues.

That's why the Northern Colorado Legislative Alliance, with the Fort Collins, Loveland and Greeley chambers of commerce and the Northern Colorado Economic Development Corp., endorsed 47. So did many more thoughtful groups

across the state.

We understand why the Business Report would editorialize against Amendment 47. It wrote, "In an ideal world, the labor-related measures from both sides should be wiped from the ballot."

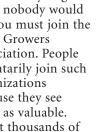
The disastrous-for-business union measures have since been removed from the ballot, and that's good news for all of Colorado.

But in our view, an ideal world is one in which no Colorado worker can be forced to pay dues against his or her will. An ideal world is one in which all workers can choose what to do with their own paychecks, keeping in mind the best interests of their own families.

Amendment 47 will make Colorado a better place to live, work and do business. That's why the NCLA supports 47. We encourage you to do the same. Vote ves on Amendment 47.

Please visit www.VoteYESon47.com for more information.

Sandra Hagen Solin is the president of Capitol Solutions and a lobbyist for the Northern Colorado Legislative Alliance, which represents Northern Colorado chambers and economic development agencies before the state Legislature.



GUEST COLUMN Sandra Hagen



WHAT'S AHEAD

Use this handy Guide to peek into future issues of the Northern Colorado Business Report, plan your advertising to reach your target markets, make arrangements to be part of one of our upcoming events, or just find answers to some of those questions you've always been meaning to ask about NCBR.

Special Sections and Ranked Lists

Nov. 7

Greeley/Weld Business Bravo! Entrepreneur The Edge: Employee benefits Lists: North Weld employers Shopping centers **Recycling companies**

Nov. 21

Healthcare The Edge: Education and training Lists: Hospitals Pharmacies Medical-products suppliers Computer-training companies

Special publication ad deadlines **Book of Lists** Oct. 27



NCBR FAQS

Can I subscribe to the Northern Colorado Business Report?

Certainly, and when you do, you will receive in-depth news and features about business in Larimer and Weld counties not available anywhere else. To begin having NCBR mailed directly to your home or office every other Friday, contact Circulation Manager Rhonda Doyle at 970-221-5400, ext. 230, during business hours Monday through Friday, or order online 24/7 at www.ncbr.com.

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Does NCBR cover breaking business news?

Yes, every day in our Business Report Daily. Not only are the top stories posted on our Web page, but they also can be delivered directly to your e-mail inbox Monday through Friday. Just subscribe to the Daily by clicking on the words Breaking News on the homepage at www.ncbr.com.

UPCOMING EVENT



SAVE THE DATE



BRAVO! Entrepreneur Awards 2008 Nov. 5, 2008

Northern Colorado's only regional awards program for entrepreneurs celebrates its 10th anniversary this year. Once again, the Northern Colorado Business Report will honor five active entrepreneurs – one each from Fort Collins, Greeley, Loveland and Outlying Areas in Larimer and Weld counties and an Emerging Entrepreneur - as well as present the Lifetime Achievement Award to a longtime business leader and a Regional Spirit Award to an individual or organization with a demonstrated commitment to regionalization of the Northern Colorado economy. The Bravo! awards will be presented at an evening event at the Island Grove Events Center, 501 N. 14th Ave., in Greeley. Tickets must be purchased by Oct. 31; for more information, e-mail NCBR Marketing Director De Dahlgren at ddahlgren@ncbr.com, or call 970-221-5400, ext. 202.

ECONOMIC FORECAST 2009 Jan. 15, 2009

What's in store for the Northern Colorado economy in 2009? A distinguished panel of experts, under the guidance of the Northern Colorado Business Report's own regional economist John W. Green, Ph.D., will address what lies ahead in a vear that promises to hold more than its share of surprises during a luncheon presentation, 11:30 a.m. - 1:30 p.m., at the Island Grove Events Center, 501 N. 14th Ave., in Greeley. To become a sponsor of the Economic Forecast luncheon, email NCBR Marketing Director De Dahlgren at ddahlgren@ncbr.com. or call 970-221-5400 ext. 202 for more information.



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How do I search NCBR's DataBank?

Previously published articles are available free of charge in the NCBR archives. Lists, directories and other valuable data on local companies and decision makers can be downloaded with a subscription. Visit www.ncbr.com and click on the DataBank symbol on the home page to get started.

Can my company be included in NCBR's DataBank?

Yes! And you can upload the information yourself. Click on the DataBank symbol on the home page at www.ncbr.com and follow the instructions. If you have any questions about any of NCBR's research products, lists or directories, contact Chief Researcher Josh Johnson at 970-221-5400, ext. 227.

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You bet. In the DataBank section of our Web site, www.ncbr.com, just click on the name of the deepdata product you would like to order, then follow the instructions to purchase the information either on CD-ROM or as a download directly to your computer. For more information, contact our Research Department at 970-221-5400, ext. 227.

How can I get my business announcements into NCBR?

Just e-mail press releases, hiring and promotion or other announcements to Web Editor Noah Guillaume, nguillaume@ncbr.com, or mail them to NCBR, 141 S. College Ave., Fort Collins, CO 80524. Be sure to include contact information in case we have any additional questions.

Can I put my business event on the NCBR online calendar?

Of course, and it's easy to do. Go to the home page at www.ncbr.com and click on Submit an Event under the calendar on the lefthand side of the page. Fill in the form that pops up and that's all there is to it.

How does my company become an event sponsor?

You can always register for an NCBR event through the Web site, www.ncbr.com, but if you would like to participate in one of the region's premier business gatherings organized by NCBR, contact Marketing Director De Dahlgren at 970-221-5400, ext. 202, or by e-mail at ddahlgren@ncbr.com.

How do I advertise in NCBR?

For information about display advertising, contact one of NCBR's expert account representatives at 970-221-5400, or through the Web site at www.ncbr.com. They can explain the various advertising opportunities available in NCBR and related products. For classified advertising, contact Eric Kidd, advertising coordinator, at 970-221-5400, ext. 226, or by e-mail at ekidd@ncbr.com.



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LETTERS TO THE EDITOR

Election letters

The *Northern Colorado Business Report* does not endorse candidates running for elected office.

Yes on Larimer County 1A

Six years ago, I was one of the 1,300 people transported to Weld County's detox unit each year. I have been bipolar since my teenage years, alcoholic since my early twenties and a crack

cocaine addict for 13 years. I have been homeless at least five times.



2008

I was sent home from *Election* the detox in Weld County

without any of the tools I needed to help me recover. A couple of months later I became homeless again. Under the influence of alcohol, I committed a crime which landed me in jail. During the booking process I admitted to the corrections officer that I was mentally ill and suicidal.

As a result, I was evaluated by therapists from Connections at Larimer Center for Mental Health. In jail, I received medication for my bipolar which really helped me stay sane. Upon time for release from the jail, Connections made arrangements with me for medication continuity and appointments with an LCMH psychiatrist as well as a therapist.

I am now on a road to recovery. It has been 5 years since my release from jail and I've never felt more optimistic about my future than I do now. Vote yes on 1A.

Grant Midcap Larimer County

Hoffman, Eubanks for Larimer Commission

Who are the County Commissioners and why should you care?

I used to live in a more rural area than Larimer County. We all assumed the city took care of the city services and the county took care of the rural areas. Finally we realized that 70 percent of county residents were urban, but money from our taxes was mostly supporting the sheriff and the fairgrounds, and we were not getting much in the way of human services, library, public health, mental health, child protection, roads and bridges, emergency preparedness, urban extension services, and a lot of other services of great concern to us.

While Larimer County is different, I still find many residents of the cities thinking "county" equals sheriff, 4-H and fairgrounds. Please, take a look at the blue section of the phone book or the county Web site and see how much we depend on wise decisions of the three county commissioners to distribute our taxes in ways we approve of for services we badly need.

This election we get to vote for two commissioners, and I highly respect Roger Hoffman and Randy Eubanks as the two candidates best able to make decisions on such issues as uranium mining and water resources which will keep our cities and county a great place to live.

Lynne Hull Fort Collins I would like to urge your readers to vote for Roger Hoffmann for Larimer County Commissioner. I have worked with Roger over the past six years on transportation issues. I don't think there is anyone else in the County as well versed on transportation in Northern Colorado as Roger is. Roger has been a leader in understanding and representing our needs in transportation. He is creative and yet realistic and has experience in bringing people with diverse opinions together. Give Roger a chance to show his expertise in this area and many others by electing him to the County Commission.

All Larimer County residents can vote for Roger Hoffmann. Be sure you go all the way to the end of the ballot to find the commissioner candidates.

> Eleanor Dwight Fort Collins

I urge you to vote for Roger Hoffmann for Larimer County Commissioner.

Tom Donnelly, the part-time County Surveyor now running for County Commissioner, has made a campaign claim in his brochure about being the only elected county official currently in office to cut his budget. The fact is this reduction was mainly a result of state legislation reducing surveyor salaries effective January 2007, not him cutting his own budget. His budget is entirely made up of his own part time salary and payroll taxes. To imply experience in overhauling his "department" budget is deceptive. And "managing" a \$6,500 budget hardly qualifies someone to control the complex \$289 million per year budget the commissioners have to deal with.

Please, I want honesty, integrity and

experience, not someone who, in my opinion, has tried to mislead us. I am voting for Roger Hoffmann for County Commissioner.

> Michelle Grooms Fort Collins

Fischer for State Representative

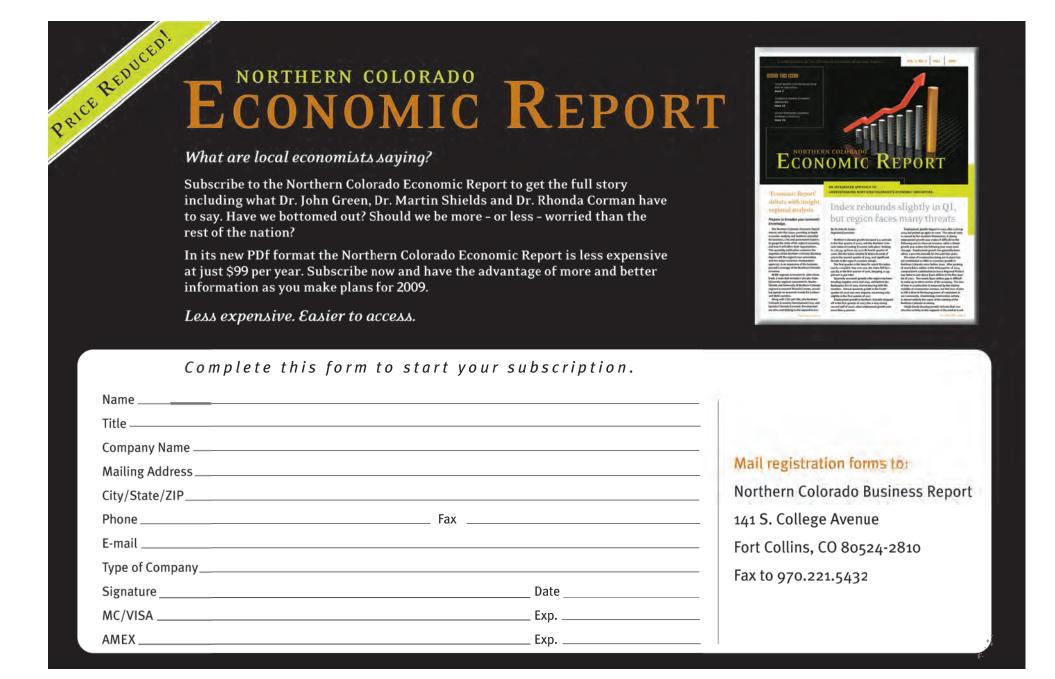
Randy Fischer has been an excellent Legislator and deserves re-election to the Colorado House as our Representative. I have known Randy for a long time and appreciate his concern for the people of Colorado.

Very importantly, he has been a business owner in our community and understands the challenges He has focused on helping small businesses in Colorado be competitive by cutting their taxes and constantly looking for ways to improve the economic environment for their continued success. He has done much to support our renewable energy economy.

The hallmark of his labor as a legislator has been his integrity, independence, and innovative problem solving ability. Randy gives our wonderful community the representation we deserve. We need to re-elect Representative Randy Fischer so he can continue his good work on our behalf.

Bonnie Stegner Fort Collins

Join me in re-electing Randy Fischer for State House. Two years ago I walked with Randy, going door to door, letting people know about his amazing story. I remember how he listened to the people, listening to their concerns about the economy in Fort



The 'in' box is open

Write the Northern Colorado Business Report to comment on our content or to raise issues of interest to the business community.

Letters must be limited to 300 words. Longer guest opinions may be considered upon request. Please include address and telephone numbers so that we can verify your submission.

The Business Report reserves the right to edit for length, and to reject letters that are potentially libelous.

E-mail letters to Tom Hacker, thacker@ncbr.com or submit comments through our Web site, www.ncbr.com. Snail mail to 141 S. College Ave., Fort Collins, CO 80524.

Collins, our environment, CSU, water, transportation issues, and many more. Randy knows and loves Fort Collins. He was raised here, went to school here, went to CSU, and did graduate work at CSU.

Two years ago the citizens of Fort Collins elected Randy to our State House, and Randy has not disappointed us in the legislation he has helped produce. Randy will be key for our area as he is totally committed to improving our schools and higher education in particular, which is critical for CSU. He knows the importance of developing green technology and how it will impact our economy in Fort Collins. I trust Randy Fischer to be not only my State Representative but someone who listens to everyone. Accessible, committed, concerned, Randy Fischer gets my vote for re-election.

Paul Anderson Fort Collins

Markey for U.S. Congress

We're sitting on a gold mine here in Colorado. We have more wind and sunshine than almost anywhere else in world. It's not just free, it's unlimited. Colorado could be the next Silicon Valley, a hotbed of jobs and money. It's a win-win situation: Our property values go up with the richness of our area and we provide clean renewable energy to ourselves and our neighbors.

This is how Betsy Markey, running for Congress, wants to solve problems. Marilyn Musgrave wants to do things the same old way her grandparents did them - just keep on using oil for everything. I would rather we start the process now and slowly wean ourselves off of oil so that we can lessen the crisis when oil is more than we can afford. We can at least start using it to heat our homes and water, saving the precious oil for our cars till alternate solutions are marketed. It's going to take years to build these new energy businesses so we need to start now!

Betsy Markey is smart and she thinks long term. She is the best candidate for Colorado and the future of energy. Let Colorado be the leader in something positive, lucrative, clean and healthy. Vote Betsy Markey for Congress.

Welden Thees Loveland

So let me get this straight. We continue to spend \$10 billion a month in Iraq while we are facing the greatest economic crisis since the Great Depression here at home.

One month of expense in Iraq translates into the purchase of 45,000 homes here in America for struggling homeowners. Isn't it time our representatives in Congress stopped spending our money like water and instead invest in America versus other countries?

The worst of it is I recently learned that Marilyn Musgrave knew about the pending financial crisis; she did not introduce legislation to do something about it and she voted against the 2005 and 2007 financial reform bills that would have. Did I hear that right?

This November, my vote's for Betsy Markey, Democrat, for Congress.

Linda Sandahl Loveland

Marilyn Musgrave says she's for Main Street. But her record shows otherwise.

On Nov. 15, 2007, Musgrave voted against the Mortgage Reform and Predatory Lending Act that would have required lenders to state the maximum costs of a mortgage in the contract and to require lenders to satisfy regulators of a home-buyers ability to pay (HR 3915, Roll Call 1118).

On May 8, 2008, Musgrave voted against the Neighborhood Stabilization Act that would have supported grant loans to aid localities that are strongly hit by the foreclosure crisis and to stabilize those communities (HR 5818, Roll Call 299).

Musgrave's double talk can't cover up her voting record. Transparent and honest representation is needed in Washington. Betsy Markey is needed in Washington.

Vote for Betsy Markey for Congress in November.

Brian Englebardt Loveland

Big Oil issues

Since Big Oil profits only amounted to \$120 billion this past year, they certainly can afford to spend a couple million dollars or more campaigning against Amendment 58. And with the needed campaign funds, I don't blame Musgrave and Schaffer for not wanting to increase taxes on oil and gas. If I needed money that badly, I probably would do the same thing. But it is really not about more jobs as Musgrave claims or making us independent on energy. There are a lot of other ways to do so which would be better on both the pocketbook and environment. It is about greed. And Musgrave and Schaffer's support of oil shale fails to mention where the water will come from? One can only assume that Musgrave and Schaffer are willing to take water away from agriculture. After all, our farmers and ranchers do not have as much money to provide campaigns as does Big Oil so why worry about them?

Wayne Wathen Highlands Ranch

In-house, hosted or in between?

(NCBR, Oct. 10-23, 2008) Good article! It is always helpful having someone make sense out of technology for the rest of us.

> Kurt Johnson Fort Collins

Jim, thank you for the very informative article. It all comes down to a cost/benefit and comfort level which you have clearly stated. Thank you!

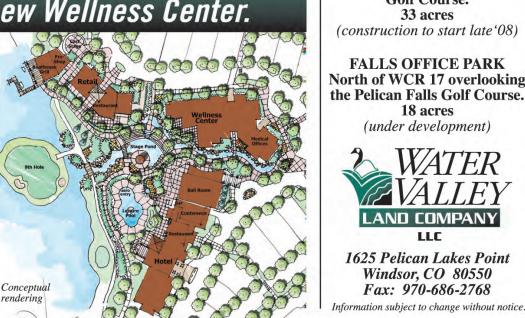
Ryan Pinke Denver

Falls Office Park at Water Valley Marina Plaza at Water Valley **Resort Style Mixed Use Development** LEED PLATINUM Office Park Conceptual rendering Conceptual rendering

Marina Plaza at Water Valley - Soon to be the home of Poudre Valley Health System's new Wellness Center.

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can obtain only by request.

"Old, broken-down urban areas need to have an economic engine for their viability," said Mark Notestine, a Greeley real estate investor and organizer of Friends of Downtown Neighborhoods, the committee backing the campaign to adopt the measures. "I think people understand that the DDA is all we've got in that regard. We're out doing what we can to generate 'yes' votes."

Voters who cast ballots in favor of the propositions would raise their property taxes by 5 mills — equal to a 6.6 percent increase — and grant authority to the city council to issue bonds in any amount up to \$50,000 for downtown projects.

Low, low turnout

Since the questions don't appear on the general election ballot in the city, the issues could be decided by a small fraction of the eligible voters. The city clerk's office had suggested an Oct. 17 deadline for voters to file affidavits of eligibility. By that date just 164 ballots had been requested in the district where thousands of property owners, lease holders and residents are eligible.

"Affidavits were just trickling in, at the rate of two or three a day, but on Friday we got 30 or 40," Deputy City Clerk Cheryl Aragon said. "We were thinking somewhere between 220 and 225 voters would turn out."

A few dozen more ballots might be cast in the time remaining before Election Day. The city's deadline is merely a paper one, intended to stir voters to action. Colorado law allows voters in special elections to certify themselves and vote until the polls close.

The election might mirror another special election, one conducted 10 years ago to establish the DDA. Of the 223 ballots cast in the 1998 election, 167 — or 75 percent were on the 'yes' side.

Notestine said the absence of any visible, organized opposition to the measures before the voters this year led him and other campaign backers to be optimistic. With approval likely, downtown supporters are turning their attention to possibilities that might arise from the infusion of cash to the DDA.

While the mill levy's effect is modest providing about \$180,000 annually for operations, maintenance and projects throughout the district — the bonding

"Old, broken-down urban areas need to have an economic engine for their viability."

Mark Notestine, organizer Friends of Downtown Neighborhoods

potential is what Notestine and others find most promising.

\$10 million project?

While state law prohibits DDA staff and board members from campaigning directly for the funding measures, the agency has issued a fact sheet. The one-page document says the agency is "engaged presently with a developer and landowner who are in the very early stages of proposing a project that would have a value of approximately \$10,000,000," and that DDA members "wish to be prepared in the event a project is proposed."

Notestine said he had heard about an out-of-state developer's potential plans, but cast doubt on whether they would unfold any time soon.

"I think there are two or three properties that might be part of this redevelopment," he said. "But with the financial meltdown and the current economic climate, I'll bet the chances are less than 10 percent that that goes ahead."

Notestine said the energy that is beginning to build in the district — he cited the opening of the Kress Cinema and Lounge, the Island Grill and full houses for hockey at the Ice Haus — should give voters in the election reason to support further efforts.

Ron Thompson, co-owner of the Kress Cinema with his wife, Linde, said the potential for the DDA to bond big-ticket projects would benefit his and other downtown businesses.

"It would be good to get some momentum behind building a parking structure, for example," he said. "I'd like to see them have that bonding authority. It certainly could impact our business moving forward."



COLLECTIONS, from 7A

But it's not always that simple.

"Sometimes individuals and businesses have higher expectations than what we can do," said Michael Shoop, president of Professional Finance, a collection agency in Greeley. "While we do collect a lot of money for a lot of people, there are some debts you're just not going to get."

In fact, the national average for successful collection is below 20 percent, Shoop said.

Those debts that are paid take time and precision to collect. The actions of collection agencies are dictated by the Fair Debt Collections Act of 1979, under the authority of the Federal Trade Commission.

Reining in collectors

The bulk of the act details restrictions on collectors. The main way collection agencies communicate with debtors is through writing and phone calls, and the law prevents collectors from contacting relatives or employers of the debtor, threatening to consult attorneys or harm credit rating without actual intent to act on the threat and making false claims in correspondence.

The reason for the restrictions, as the act states, is to eliminate abusive debt collection practices, and insure that those ethical collectors are not competitively disadvantaged.

However, such unethical practices still persist today.

"We're not immune to that, but we're not really different than a lot of other industries," Shoop said. "Sometimes the collection industry gets painted with a broad brush, and the fact of the matter is there are lots of reputable agencies out there that can be trusted to be good stewards."

The way to sort out the good from the bad, Shoop said, is to stick with members of ACA International, the association of credit and collection professionals founded in 1939.

'That organization promotes the highest in professional and ethical standards," he said.

Let the judge decide

For the more litigious-minded businesses, debtors can be taken straight to court.

If the amount owed is under \$7,500, cases can be filed in small claims court. No attorneys are allowed in these cases, and plaintiffs pay a small fee to file the case.

For claims over \$7,500, a lawyer is per-

"While we do collect a lot of money for a lot of people, there are some debts you're just not going to get."

Michael Shoop, president **Professional Finance**

mitted.

Often, defendants fail to appear for the court date, leading plaintiffs to win by default, said Teri Radigan, collection manager with Judgment Recovery in Fort Collins.

Again, it's not always that simple.

A court judgment doesn't come with any enforcement, and thus doesn't guarantee the debt will be collected. However, it does allow collectors to move beyond the stage of simply writing letters to debtors, and start garnishing wages.

This process is another one full of paperwork and specifics, which is where companies like Judgment Recovery step in to take care of the legwork.

Try reasoning first

The question remains of when to seek such outside help. Given the hard economic times many Americans are facing, both Radigan and Shoop say to first approach unpaid debts with reason and understanding. If that doesn't work, it's time to take action.

"Unless they're going to invest in the time and energy to find that person, they're going to need to seek help," Shoop said. In general, he recommends switching gears after 90 days of no activity.

However, if mail is being returned or phone numbers are coming up disconnected, immediate action should be taken.

With court orders, the time frame is a bit longer. While judgments are effective for six years, with the option to renew at the end of that time, Radigan advised taking extra action after a year of unsuccessful collection.

"The older a case gets," she said, "the more difficult it is to collect."



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NEW BUSINESSES

Information listed comes from filings with the Colorado Secretary of State and other sources. Companies listed are not necessarily new businesses. Existing companies sometimes organize under new names when creating new subsidiaries or changing names. Included are company name, address, type of filing, registered agent and date filed. The following key explains different types of filings.

DC56: Domestic Cooperative (Statute 56) DLLC: Domestic Limited Liability Company DLLP: Domestic Limited Liability Limited Partnership DLLP: Domestic Limited Liability Partnership

DLP. Domestic Limited Partnership DNC: Domestic Limited Partnership DNC: Domestic Profit Corporation PC: Domestic Profit Corporation FLLC: Foreign Limited Partnership FPC: Foreign Profit Corporation

WELD COUNTY

LAST DAY LLC, 2034.5 SIXTH AVE., GREELEY, CO 80631. REGISTERED AGENT: SUSZANNE DUNCAN. TYPE: DLLC. DATE: 7/16/08.

HESTIA MANAGEMENT LLC, 1439 SEVENTH ST., GREELEY, CO 80631. REGISTERED AGENT: VICENTA RODARTE. TYPE: DLLC. DATE: 7/18/08.

PERFORMANCE ELECTRIC CO. LLC, 2882 43RD AVE., GREELEY, CO 80634. REGISTERED AGENT: MARK DIRKS. TYPE: DLLC. DATE: 7/18/08.

21ST CENTURY FINANCIAL SERVICES LLC, 1275 58TH AVE., SUITE A, GREELEY, CO 80634. REGISTERED AGENT: LARRY BEHRENDS. TYPE: DLLC. DATE: 7/18/08.

LE CLIPPERIE DOG GROOMING DEUX LLC, 2526 W. 10TH ST., SUITE B-1, GREELEY, CO 80634. REGISTERED AGENT: DIANA PHILLIPS. TYPE: DLLC. DATE: 7/20/08.

NELAND LLC, 710 62ND AVE., GREELEY, CO 80634. REGISTERED AGENT: DARREL ADOLF. TYPE: DLLC. DATE: 7/21/08.

HIGH ROLLERS SMOKE SHOP INC., 925 16TH ST., GREELEY, CO 80631, REGISTERED AGENT: THOMAS

AIGELDINGER. TYPE: DPC. DATE: 7/21/08. **TELEGENT LLC,** 2619 W. 11TH STREET ROAD., GREE-LEY, CO 80634. REGISTERED AGENT: MICHAEL DOHACK. TYPE: DLLC. DATE: 7/22/08. AESTHETIC LANDSCAPING LLC, 3148 51 AVE., GREE-LEY, CO 80634. REGISTERED AGENT: CHRIS SCHROED-ER. TYPE: DLLC. DATE: 7/22/08.

ROMI'S ROOFING LLC, 404 16TH AVENUE COURT, GREELEY, CO 80631. REGISTERED AGENT: RAMIRO ISLAS. TYPE: DLLC. DATE: 7/22/08.

H & M MENDOZA PAINTING INC., 1412 10TH ST. , No. 4, GREELEY, CO 80631. REGISTERED AGENT: MARTHA DELEON. TYPE: DPC. DATE: 7/22/08.

AFFORDABLE DECORATING & DESIGN, 2019 42ND AVE., GREELEY, CO 80634. REGISTERED AGENT: JULIE ULIBARRI-MUNIZ. TYPE: DLLC. DATE: 7/23/08.

BENITEZ TREE SERVICE LLC, 2409 W. 14TH STREET ROAD, GREELEY, CO 80634. REGISTERED AGENT: MIGUEL BENITEZ. TYPE: DLLC. DATE: 7/23/08.

TURNER LLC, 4631 W. THIRD ST., GREELEY, CO 80634. REGISTERED AGENT: DONNA TURNER. TYPE: DLLC. DATE: 7/24/08.

DRAIN DOCTORS LLC, 1717 14TH STREET ROAD, GREELEY, CO 80631. REGISTERED AGENT: RILEY TRAUT. TYPE: DLLC. DATE: 7/24/08.

PHILLIPS SEAMLESS GUTTERS & HOME IMPROVE-MENT LLC, 2238 12TH ST., GREELEY, CO 80631. REGIS-TERED AGENT: SHEALYNN STEWART. TYPE: DLLC. DATE: 7/24/08.

SKETCH THIS INC., 950 52ND AVENUE COURT, GREE-LEY, CO 80634. REGISTERED AGENT: MICHELE MCGEE. TYPE: DPC. DATE: 7/25/08.

DESIGNED FUTURES LLC, 2728 W. 25TH STREET ROAD, GREELEY, CO 80634. REGISTERED AGENT: MARK HAWKINS. TYPE: DLLC. DATE: 7/26/08.

C&M ENTERPRISES, 2825 40TH AVENUE COURT, GREELEY, CO 80634. REGISTERED AGENT: MATT JACK-SON. TYPE: DLLC. DATE: 7/29/08.

A-1 TRIM AND TINT INC., 1801 14TH STREET ROAD, GREELEY, CO 80631. REGISTERED AGENT: BARBARA VEACH. TYPE: DPC. DATE: 7/29/08.

MISSION CRITICAL SOFTWARE, 4967 W. C ST., GREELEY, CO 80634. REGISTERED AGENT: FRANK

FREEMAN. TYPE: DPC. DATE: 7/29/08. T. SCOTT'S OF GREELEY LLC, 719 SEVENTH ST., GREELEY, CO 80631. REGISTERED AGENT: TIMOTHY COVALT. TYPE: DLLC. DATE: 7/29/08.

LIVEU

YELLOW DOG SERVICES LLC, 45 COOK COURT, HUD-SON, CO 80642. REGISTERED AGENT: JOHN HONNOLD. TYPE: DLLC. DATE: 7/9/08.

ABC ASPHALT BY CHAVEZ, 20857 WELD COUNTY ROAD 12, HUDSON, CO 80642. REGISTERED AGENT: MARIA CHAVEZ. TYPE: DPC. DATE: 6/10/08.

A LIST EVENT PLANNING LLC, 5194 WELD COUNTY ROAD 50, JOHNSTOWN, CO 80534. REGISTERED AGENT: MICHELLE BABB. TYPE: DLLC. DATE: 7/13/08.

MOONLIGHT LANDSCAPE SERVICES LLC, 4302 COBBLESTONE LANE, JOHNSTOWN, CO 80534. REGIS-TERED AGENT: CAROLYN POTTER. TYPE: DLLC. DATE: 5/14/08.

UDAYA MASSAGE LLC, 342 BUCKEYE AVE., JOHN-STOWN, CO 80534. REGISTERED AGENT: ELIZABETH HELLER. TYPE: DLLC. DATE: 5/20/08.

REBG ENTERPRISES LLC, 100 ROLLING HILLS RANCH DRIVE, JOHNSTOWN, CO 0. TYPE: DLLC. DATE: 5/23/08.

PLATINUM NATURAL GAS LLC, 400 ESTATE DRIVE, JOHNSTOWN, CO 80534. REGISTERED AGENT: KATHIE BRENNER. TYPE: DLLC. DATE: 5/26/08.

WESTERN HAIR-ON LLC, 4416 QUARTZ LANE, JOHN-STOWN, CO 80534. REGISTERED AGENT: JUSTIN MAULER. TYPE: DLLC. DATE: 5/27/08.

KEEP YOUR HOME CO. LLC, 3859 BRUNNER BLVD., JOHNSTOWN, CO 80534. REGISTERED AGENT: SCOTT PALMER. TYPE: DLLC. DATE: 6/1/08.

MAPRV LLC, 408 RIDGEVIEW COURT, JOHNSTOWN, CO 80534. REGISTERED AGENT: PHILIP VASQUEZ. TYPE: DLLC. DATE: 6/5/08.

JLJ ARTISAN FURNISHINGS LLC, 1119 COUNTRY ACRES DRIVE, JOHNSTOWN, CO 80534. REGISTERED AGENT: JERRY JOHNSON. TYPE: DLLC. DATE: 6/10/08.

IN HARMONY CONSULTING LLC, 4320 COBBLE-STONE LANE, JOHNSTOWN, CO 80534. REGISTERED AGENT: BRYAN HORN. TYPE: DLLC. DATE: 6/11/08.

WINTERFERN ENTERPRISES INC., 518 WHITMORE COURT, JOHNSTOWN, CO 80534. REGISTERED AGENT: GARY WILSON. TYPE: DPC. DATE: 6/19/08.

MORRIS CONSULTING INC., 318 ESTATE DRIVE, JOHNSTOWN, CO 80534. REGISTERED AGENT: DIANNE MORRIS. TYPE: DPC. DATE: 6/20/08.

UNITED

INVENTIONS • NEW BUSINESSES

INVENTIONS

The U.S. Patent & Trademark Office recently awarded the following patents to Northern Colorado inventors and companies. Included are the patent number, description, inventors, assignee-at-issue and date awarded. Numbers pre ceded by a "D" were awarded for a design; "RE" indicates a reissue.

Patent No.: 7436555, Systems and methods for verifying scanning mode selection. Inventors: Youngers, Kevin J., Greeley, Colo.; Baggs, Scott C., Fort Collins, Colo. Assignee-at-Issue: Hewlett-Packard Development Co., L.P., Houston, Texas.

Date: 10/14/08. Patent No.: 7436519, System and method for interferometer non-linearity compensation. Inventors: Chu, David C., Loveland, Colo; Kalem, Lee C., Loveland, Colo; Schluchter, William Clay,

Loveland, Colo. Assignee-at-Issue: Agilent

Technologies Inc., Santa Clara, Calif. Date: 10/14/08. **Patent No.: 7436421**, Apparatus and methods for forming optically visible marks on a rotating media. Inventor: Lipinski, Greg J., Loveland, Colo. Assignee-at-Issue: Hewlett-Packard Development Co., LP, Houston, Texas. Date: 10/14/08.

Patent No.: 7435951, Ion source sample plate illumination system. Inventors: Truche, Jean-Luc, Loveland, Colo; Overney, Gregor T., Loveland, Colo, Fisher, William D., Loveland, Colo.; Tella, Richard P., Loveland, Colo. Assignee-at-Issue: Agilent Technologies Inc., Santa Clara, Calif. Date: 10/14/08

Patent No.: 7434309, Method and apparatus for supporting a circuit component having solder column interconnects using an external support. Inventors: Deeney, Jeffrey L., Fort Collins, Colo; Dutson, Joseph D., Loveland, Colo; Luebs, Richard J., Windsor, Colo. Assignee-at-Issue: Hewlett-Packard Development Co., L.P., Houston, Texas. Date: 10/14/08.

Patent No.: 7434151, Read control systems and methods. Inventors: Carlson, Richard Lawrence, Fort Collins, Colo.; Morganti, Charles Regis, Fort Collins, Colo. Assignee-at-Issue: Hewlett-Packard Development Co., L.P., Houston, Texas. Date: 10/7/08.

Patent No.: 7433896, Federated management of content repositories. Inventors: Owen, James, Golden, Colo.; Smith, Gregory, Westminster, Colo.; McCauley, Rodney, Loveland, Colo.; Toussaint, Alexander, Broomfield, Colo.; Conti, Joseph, Boulder, Colo.; Patadia, Jalpesh, Boulder, Colo. Assignee-at-Issue: BEA Systems Inc., San Jose, Calif. Date: 10/7/08

Patent No.: 7433740, CAN communication for building automation systems. Inventors: Hesse, Scott, Longmont, Colo.; Ogawa, Craig, Loveland, Colo.; Kiwimagi, Gary, Greeley, Colo.; Files, Craig, Fort Collins, Colo. Assignee-at-Issue: Colorado vNet LLC, Loveland, Colo. Date: 10/7/08.

Patent No.: 7433426, Adaptive hysteresis receiver for a high speed digital signal. Inventors: Zhu, Zhubiao, Fort Collins, Colo.; Koch II, Kenneth, Fort Collins, Colo.; Johnson, David J. C., Fort Collins, Colo. Assignee-at-Issue: Hewlett-Packard Development Co., L.P., Houston, Texas. Date: 107/108.

> Patent No.: 7433097, Optical image scanner with moveable calibration target. Inventor: Spears, Kurt E, Fort Collins, Colo. Assignee-at-Issue: Hewlett-Packard Development Co., L.P., Houston, Texas. Date: 10/7/08.

Patent No.: 7433092,

Transparency media adapter and methods of use thereof. Inventors: Spears, Kurt E, Fort Collins, Colo.; Harris, Rodney C., Fort Collins, Colo.; Femandez, Eric, Mesilla Park, N.M., Hewlett Packard Development Co., L.P., Houston, Texas. Date: 10/7/08.

Patent No.: 7432934, System and method for display sharing. Inventors: Salazar, Gabriel, Denver, Colo; Hochmuth, Roland, Fort Collins, Colo. Assignee-at-Issue: Hewlett-Packard Development Co., L.P., Houston, Texas. Date 10/7/08.

Patent No.: 7432933, System and method utilizing multiple processes to render graphical data. Inventors: Walls, Jeffrey Joel, Fort Collins, Colorado; Hoffman, Donley Byron, Fort Collins, Colo Date: 10/7/08.

Patent No.: D 578430, Zipper handle holder. Inventor: Ball, Judith A., Greeley, Colo. Date: 10/14/08.

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T & A CONSTUCTION, 120 N. DENVER AVE., JOHN STOWN, CO 80534. REGISTERED AGENT: TROY WALLER. TYPE: DLLC. DATE: 6/28/08.

PAGE PLACE LLC, 3946 GEMSTONE LANE, JOHN-STOWN, CO 80534. REGISTERED AGENT: KAO SUE-LAN. TYPE: DLLC. DATE: 6/30/08.

GO BABY GO LLC, 7182 LAKOTA LAKES ROAD, JOHN-STOWN, CO 80534. REGISTERED AGENT: SUSAN THOMAS. TYPE: DLLC. DATE: 7/3/08

SUE THOMAS LLC, 7182 LAKOTA LAKES ROAD, JOHN-STOWN, CO 80534. REGISTERED AGENT: SUSAN THOMAS. TYPE: DLLC. DATE: 7/3/08.

DOUGHTY FAMILY PROPERTIES LLC, 405 ESTATE DRIVE, JOHNSTOWN, CO 80534. REGISTERED AGENT: MARLON DOUGHTY. TYPE: DLLC. DATE: 7/17/08.

A. TRENT & ASSOCIATES LLC, P.O. BOX 711, JOHN STOWN, CO 80534, REGISTERED AGENT: ALAN WILLIAMS. TYPE: DLLC. DATE: 7/21/08.

2303 EAGLE DRIVE LLC, 531 KING AVE., JOHN-STOWN, CO 80534. REGISTERED AGENT: ROB BURNS. TYPE: DLLC. DATE: 7/23/08.

ZADEL'S FLOWERS LLC, 18100 WELD COUNTY ROAD, No. 19, JOHNSTOWN, CO 80534. REGISTERED AGENT: REINE ZADEL. TYPE: DLLC. DATE: 7/24/08.

ROCKY MOUNTAIN REMODELERS & CONSTRUC-TION LLC, 210 JOHNSON ST., KEENESBURG, CO 80643. REGISTERED AGENT: RICHARD TRAXLER. TYPE: DLLC. DATE: 6/1/08

SEKICH ELECTRIC LLC, 7194 WELD COUNTY ROAD 71, KEENESBURG, CO 80643. REGISTERED AGENT: CLINT SEKICH. TYPE: DLLC. DATE: 7/8/08.

THREE TREES CONSTRUCTION LLC, 25525 COUNTY ROAD 69, KERSEY, CO 80644. REGISTERED AGENT: JOHN AKOLT. TYPE: DLLC. DATE: 5/19/08.

HEAD RANGELAND RECLAMATION INC., 31014 WELD COUNTY ROAD 388, KERSEY, CO 80644. REGIS-TERED AGENT: MARGIE HEAD. TYPE: DPC. DATE: 5/28/08

JB AVIATION LLC, 23466 COUNTY ROAD 55, KERSEY, CO 80644. REGISTERED AGENT: GILBERT BERNAL. TYPE: DLLC. DATE: 6/10/08.

GO SPUR 1 APPAREL LLC, P.O. BOX 718, KERSEY, CO 80644. REGISTERED AGENT: VALERIE MCGREGOR. TYPE: DLLC. DATE: 6/10/08.

DEGAUGH'S DIESEL, 138 SECOND ST., KERSEY, CO 80644, REGISTERED AGENT: ROBERT DEGAUGH, TYPE: DLLC. DATE: 7/23/08

L&T CUSTOMS LLC, 22451 WELD COUNTY ROAD 49, LASALLE, CO 80645. REGISTERED AGENT: TYLER DAVIDSON. TYPE: DLLC. DATE: 7/15/08.

FREAUFF FAMILY LLLP, 317 SUNSET DRIVE LASALLE, CO 80645. REGISTERED AGENT: JANICE FREAUFF. TYPE: DLLLP. DATE: 5/27/08.

GREENKEEPERS LLC, 16509 WELD COUNTY ROAD 46, LASALLE, CO 80645. REGISTERED AGENT: JACOB PITCHER. TYPE: DLLC. DATE: 7/25/08

FOX INVESTMENTS LLC, 19009 HIGHWAY 392, LUCERNE, CO 80646. REGISTERED AGENT: TIM SMITH. TYPE: DLLC. DATE: 6/16/08.

GRAHAM FARMS LLC, 2689 MEADOW LANE, MEAD, CO 80542. REGISTERED AGENT: ANTON DWORAK. TYPE: DLLC. DATE: 5/19/08.

VIKING ENTERPRISES CORP., 221 MAIN ST., MEAD, CO 80542. REGISTERED AGENT: PETER TAUTZ. TYPE: DPC. DATE: 5/26/08.

EMBROUDEREN INC., 3805 WHITETAIL COURT, MEAD, CO 80542. REGISTERED AGENT: MARK ROSNECK. TYPE: DPC. DATE: 6/5/08

JNET LLC, 3838 HOMESTEAD DRIVE, MEAD, CO 80542. REGISTERED AGENT: ERIK ANGLUND. TYPE DLLC. DATE: 6/6/0

MOUNTAIN VIEW ENTERPRISES INC., 13711 WRAN-GLER WAY, MEAD, CO 80542. REGISTERED AGENT: STEPHEN LANKFORD. TYPE: DPC. DATE: 6/10/08.

WINES N MORE, 209 MAIN ST., UNIT C, MEAD, CO 80542. REGISTERED AGENT: PENNI ZELINKOFF. TYPE: DLLC. DATE: 6/12/08.

AL MADRID CONSTRUCTION LLC, 133 FALCON CIR-CLE, MEAD, CO 80542. REGISTERED AGENT: BERNICE DYER, TYPE: DLLC, DATE: 6/13/08.

MUSTANG MARKETING LLC, 17625 SILVER FOX COURT, MEAD, CO 80542. REGISTERED AGENT: FENTON BAIN. TYPE: DLLC. DATE: 6/14/08.

FLATIRONS SALES LLC, P.O. BOX 221, MEAD, CO 80542. REGISTERED AGENT: PHILIP ROEMMICH. TYPE: DLLC. DATE: 6/19/08

FREDON LLC, P.O. BOX 443, MEAD, CO 80542. REGIS-TERED AGENT: DONNA SEKICH. TYPE: DLLC. DATE: 7/7/08

CTC BUILD LLC, 16730 WELD COUNTY ROAD 7, MEAD, CO 80542, REGISTERED AGENT: BRANDON CHASE

TYPE: DLLC. DATE: 7/7/08

GYPSY CARPENTER LLC, 3710 SETTLERS RIDGE DRIVE, MEAD, CO 80542. REGISTERED AGENT: KELLY GARINGER. TYPE: DLLC. DATE: 7/8/08.

ENIGMA GEMS LLC, 16873 W. VIEW DRIVE, MEAD, CO 80542. REGISTERED AGENT: HELENE BROWN. TYPE: DLLC. DATE: 7/23/08.

BRICK HOUSE BBQ INC., 237 MAIN ST., MEAD, CO 80542. REGISTERED AGENT: JENNIFER ANDERSON. TYPE: DPC. DATE: 7/28/08

CONCEPT ROOFING, 2074 E. VILLAGE DRIVE, MIL-LIKEN, CO 80543. TYPE: FLLC. DATE: 7/9/08.

WG INVESTMENTS INC., 611 S. RACHEL AVE., MIL-LIKEN, CO 80543, TYPE: DPC, DATE: 7/11/08

AB LANDSCAPES, 302 S. PAULINE, MILLIKEN, CO 80543. REGISTERED AGENT: BEAU WOODCOCK. TYPE: DLLC. DATE: 5/27/08

GOVEA CONSTRUCTION LP, 1470 S. HAYMAKER DRIVE, MILLIKEN, CO 80543. REGISTERED AGENT: JOSE GOVEA. TYPE: DLP. DATE: 6/3/08.

KLEINER ENTERPRISES, 1531 S. HAYMAKER DRIVE, MILLIKEN, CO 80543. REGISTERED AGENT: AL KLEINER. TYPE: DLLC. DATE: 6/5/08. SIX POINT FORESTRY, 2124 VILLAGE DRIVE, MIL-

LIKEN, CO 80543. REGISTERED AGENT: LUKE CARL-SON. TYPE: DLLC. DATE: 7/2/08.

LEWIS ACCOUNTING & TAX SERVICES, 2155 SET TLERS DRIVE, MILLIKEN, CO 80543. REGISTERED AGENT: NIKKI LEWIS. TYPE: DLLC. DATE: 7/7/08.

KUGLER CUSTOM HARDWOOD, 224 HIGHWAY 14, NEW RAYMER, CO 80742. REGISTERED AGENT: JASON KUGLER. TYPE: DLLC. DATE: 6/23/08

FULLMOON SALOON LLC. 206 W MAIN ST. PIERCE CO 80650. REGISTERED AGENT: DANIELLE RACHAK. TYPE: DLLC. DATE: 6/16/08.

RHB LLC, 206 W. MAIN ST., PIERCE, CO 80650. REGIS-TERED AGENT: DANIELLE RACHAK. TYPE: DLLC. DATE: 6/26/08.

LESH AGENCY LLC, 43789 LESH ROAD , P.O. BOX 123, PIERCE, CO O. REGISTERED AGENT: G. COAN. TYPE: DLLC. DATE: 6/27/08.

STONECRETE USA INC., 4908 COUNTY ROAD 34 PLATTEVILLE, CO 80651. TYPE: DPC. DATE: 5/14/08.

HAPI FARMS INC., 18010 WELD COUNTY ROAD 38, PLATTEVILLE, CO 80651. REGISTERED AGENT: DAVID LUDWIG. TYPE: DPC. DATE: 5/28/08.

NEW BUSINESSES

SON. TYPE: DLLC. DATE: 5/28/08

HARE. TYPE: DLLC. DATE: 6/5/08.

CONVENIENCE 34 LLC, 20203 HIGHWAY 60, PLAT-

TEVILLE, CO 80651. REGISTERED AGENT: ROBERT ALL: MAN. TYPE: DLLC. DATE: 5/28/08.

HOME REVITALIZORS LLC, 11250 WELD COUNTY

ROAD 38, PLATTEVILLE, CO 80651. REGISTERED AGENT: DAVID AMERINE. TYPE: DLLC. DATE: 6/2/08.

KIDS INNOCENCE, 16504 BADMINTON ROAD N., PLATTEVILLE, CO 80651. REGISTERED AGENT: JEFF

MY WAY LLC, 20203 HIGHWAY 60, PLATTEVILLE, CO

80651. REGISTERED AGENT: ROBERT ALLMAN. TYPE: DLLC. DATE: 6/6/08.

C & S ACCOUNTING LLC, 411 STEVENS CIRCLE, PLAT-EACH OF NINE LLC, 20203 HIGHWAY 60, PLAT TEVILLE, CO 80651. REGISTERED AGENT: CASEY DAVID-TEVILLE, CO 80651. REGISTERED AGENT: ROBERT ALL-MAN. TYPE: DLLC. DATE: 6/6/08.

> TIO JUAN'S INC., 602 MAIN ST., PLATTEVILLE, CO 80651. REGISTERED AGENT: RAYMUNDO LOZANO. TYPE: DPC. DATE: 6/20/08

ALL PURPOSE MAINTENANCE, LAWN CARE & SPRAY WASHING, 309 GOODRICH AVE., PLATTEVILLE, CO 80651. REGISTERED AGENT: TIMUR FELDMAN. TYPE: DLLC. DATE: 6/25/08.

TIRES SERVICE INC., 13859 WELD COUNTY ROAD 44, PLATTEVILLE, CO 80651. REGISTERED AGENT: MARCUS WRIGHT. TYPE: DPC. DATE: 6/30/08

SHARP CONSULTING INC., 18331 WELD COUNTY ROAD 29, PLATTEVILLE, CO 80651. REGISTERED AGENT: BRADY SHARP. TYPE: DPC. DATE: 7/7/08

MILLER-HFI LLC, 13069 WELD COUNTY ROAD 40, PLATTEVILLE, CO 80651. REGISTERED AGENT: BRAD HOFFMAN. TYPE: DLLC. DATE: 7/17/08.

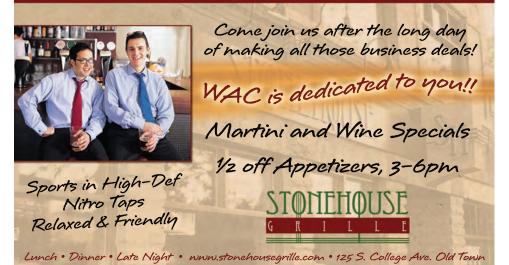
HFI LLC. 13069 WELD COUNTY ROAD 40. PLAT-TEVILLE, CO 80651. REGISTERED AGENT: BRAD HOFF-MAN. TYPE: DLLC. DATE: 7/18/08.

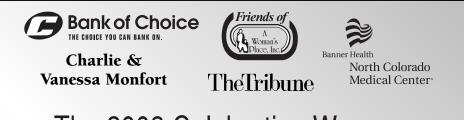
YUKON INVESTMENTS LLC, 402 GOODRICH AVE., PLATTEVILLE, CO 80651. REGISTERED AGENT: MCNER NEY JOHN. TYPE: DLLC. DATE: 7/20/08

TRINITY CONSTRUCTORS INC., 309 LINCOLN AVE., PLATTEVILLE, CO 80651. REGISTERED AGENT: JEDEDI-AH TEEL. TYPE: DPC. DATE: 7/26/08.

J AND J CONSTRUCTION LLC. 627 SCOTCHPINE DRIVE, SEVERANCE, CO 80546. REGISTERED AGENT: JOEL AKINS. TYPE: DLLC. DATE: 6/13/08.

Wednesday Afternoon Club - WAC!





The 2008 Celebrating Women

Friends of A Woman's Place sincerely thanks ALL our donors and volunteers whose support to A Woman's Place ensures their ability to continue to provide needed services to victims and survivors of domestic violence. EVERY dollar helps give hope!

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Gerard Nalezny and Mark Kross, Fort Collins Commerce Bank, Fort Collins Dan A. and Dan R. Sanders, Front

Range Energy, Windsor

For the first time, NCBR has announced the nominees for both the Regional Spirit and the Lifetime Achievement Awards. All are worthy candidates, to be recognized for their overall contributions to the Northern Colorado region.

Regional Spirit Award

Agilent Technologies, Fort Collins ■ Colorado State University Office of

Economic Development, Fort Collins

Erion Foundation, Loveland ■ Funding Partners for Housing

Solutions, Fort Collins ■ High Plains Arts Council, Loveland

■ Loveland Commercial Real Estate, Loveland

McKee Foundation, Loveland

■ Northern Colorado Legislative Alliance, Loveland

■ The Brendle Group, Fort Collins

Lifetime Achievement

Don Churchwell, Home State Bank, Loveland

Don Cook, M.D., Monfort Children's Clinic, Greeley

Bonnie Dean, Bonnie Dean Associates, Greelev ■ Jack Devereaux, Home State Bank,

Loveland ■ Bill Farr, Guaranty Bank (Centennial

Bank of the West), Greeley Bruce and Denise Freestone,

OpenStage Theatre & Co., Fort Collins Gene Markley, Markley Motors, Fort Collins

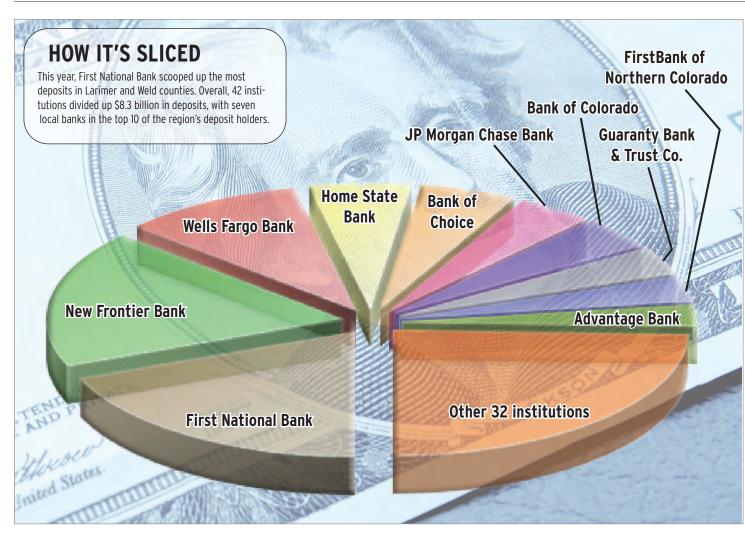
■ Loren Maxey, Maxey Cos., Fort Collins Darrell McAllister, Bank of Choice, Greelev

■ Spiro Palmer, Palmer Flowers, Fort Collins

■ Wayne Schrader, Schrader Oil Co., Fort Collins

Individual tickets for the Bravo! event are available for \$45 each, and Private Reserve tables of eight may be purchased for \$450. Additional registration information can be obtained from NCBR Marketing Director De Dahlgren, at 970-221-5400 ext. 202, or register online under Events at www.ncbr.com.

The platinum sponsor for Bravo! Entrepreneur is EKS&H, Ehrhardt, Keefe, Steiner and Hottman PC. Event partners include the Fort Collins Area Chamber of Commerce, Greeley Chamber of Commerce, Loveland Chamber of Commerce, Northern Colorado Economic Development Corp., Upstate Colorado Economic Development, Caldera Creative Services, CEAVCO Audio Visual and KUNC.



SOURCE: FEDERAL DEPOSIT INSURANCE CORP. MARKET SHARE REPORT, JUNE 30, 2008

BANK, from 1A

parts — by about \$27.6 million.

'Circle One' dominates

First National Bank President Mark Driscoll said he is pleased that the bank is in the top spot for both counties, and feels that trust and confidence in the "Circle One" brand is an important aspect of the bank's ability to attract and retain customers. He cited competition as a factor for the deposit decline.

"We had the same number of branches in both Larimer and Weld County in 2008 as we did in 2007 while the markets themselves each added a couple of new branches," he wrote in an e-mail interview with the *Business Report*.

While the total number of banks in the market held steady at 42, the number of branches increased by five to 179. Northern Colorado has seen the number of branches increase each year since 2001. The largest increase was from 2004 to 2005 when the region added 21 branches, according to the FDIC report.

A couple of acquisitions on the national

scale might actually reduce the number of branches in the region, with potential closures of overlapping locations. Wells Fargo Bank will absorb the two Wachovia Bank branches in Northern Colorado. Wells Fargo is the third largest deposit holder in Northern Colorado and Wachovia 11th. If combined this year, Wells Fargo would have retained the No. 3 spot, but claimed more than 12 percent of the market versus its 9.8 percent.

Washington Mutual, which operates two branches in Fort Collins, will be rebranded under the Chase name as a result of the recent acquisition by JPMorgan Chase & Co. JPMorgan Chase is the sixth largest deposit holder in Northern Colorado, while WaMu was 26th.

Competition stays local

While the large regional and national banks do provide competition in Northern Colorado, it is not often that they see an increase in their portion of the market share. Much of the rivalry in Northern Colorado for deposits is between the locally based institutions.

Several institutions recently began offering "rewards" checking programs that carry a higher-than-average interest rate for customers who utilize a variety of online banking tools. Home State Bank, Bank of Choice and New Frontier Bank all offer such products and all saw an increase in their market share.

Darrell McAllister, president of Bank of Choice, said he feels that the checking program helped boost the bank's deposits. He attributes much of the growth to the maturity of newer branches, which he refers to as "seedlings."

Branch locations aren't always synonymous with deposit growth. New Frontier Bank has only two locations in Northern Colorado and, despite losing the top spot, increased its market share by more than one percentage point since last year to 17.8 percent. While its \$1.47 billion in deposits is substantial, a large portion of them are brokered.

Brokered deposits are typically large sum deposits available to banks through an intermediary — the broker — so are not likely to be local in origin. As of June 30, New Frontier had almost \$634 million in brokered deposits, representing about 39 percent of its total deposits.

Fred Bauer, president of Ault-based Farmers Bank, explained that brokered deposits are often the least expensive way to service customer loans. About half of Farmers Bank's \$179 million in deposits are brokered. "In our area, core deposits are very "In our area, core deposits are very expensive"

Fred Bauer, president Farmers Bank

expensive," he explained.

Until last year, Farmers Bank operated a single Ault location. It opened a Fort Collins branch in May 2007.

Brokered deposits a risk

Brokered deposits might be useful tools for banks, especially those with few branches. However, bank regulators are seeing concentrations of them as a potential risk factor. In a move to replenish the deposit insurance fund, the FDIC is proposing an increase in the assessments that banks pay for the coverage. The proposal includes adding two new risk-based elements that will be used in determining the rate a bank will be assessed — brokered deposits and secured liabilities.

"With recent failures, we have noticed that these two items have played a role in certain failures, and have caused an increase in the cost of those failures to our insurance fund," explained FDIC spokesman David Barr. "Just like any insurance company, when you see a risk or certain behavior that exposes you to greater risk, you will charge those customers more for insurance."

For all banks, the FDIC plans to increase the amount a bank pays for deposit insurance by seven basis points — one percent equals 100 basis points. Banks now pay anywhere from five to 43 basis points for deposit insurance, based on risk. Barr said the existing assessment system takes into account capital ratios; other financial ratios that measure asset quality; earnings; and supervisory ratings.

The FDIC will consider brokered deposits of greater than 10 percent of total domestic deposits a "significant reliance." For well-capitalized and well-managed banks, the assessment increase due to brokered deposits will only apply if it is also coupled with a history of rapid growth.

The caveat is an important one for banks like Farmers, which Bauer describes as very well capitalized.

"It's not the money that hurts you," he said. "It's what you do with the money that can hurt."

"My accountant says his kid is super creative, maybe he can do our brochure."

Famous last words of small business owners:

You want professional marketing materials, leave it to the professionals.

p: 970.225.0563 115 E. Harmony Rd. Suite 160 Fort Collins, CO 80525





C & L MARKETING, 603 FOXTAIL WAY, SEVERANCE, CO 80550. REGISTERED AGENT: CHARLES JONES. TYPE: DLLC. DATE: 6/30/08

THE CRAFTSMAN, 1094 MAHOGANY WAY, SEVER-ANCE, CO 80546. REGISTERED AGENT: GREGORY STO-PHER. TYPE: DLLC. DATE: 7/3/08.

AKINS WELDING LLC, 627 SCOTCHPINE DRIVE, SEV-ERANCE, CO 80546. REGISTERED AGENT: JOEL AKINS. TYPE: DLLC. DATE: 7/7/08.

PANCOST RANCH LLC, 47203 HIGHWAY 71, STONE HAM, CO 80754, REGISTERED AGENT: CHARLES PAN-COST. TYPE: DLLC. DATE: 7/7/08.

NASH & ASSOCIATES LLC. 733 APPLE COURT, WIND-SOR, CO 80550. REGISTERED AGENT: NANCY NASH. TYPE: DLLC. DATE: 7/11/08.

CLEAR CREEK ENTERPRISES LLC, 11254 PON DEROSA TRAIL, WINDSOR, CO 80550, REGISTERED AGENT: PAUL SCHAAF. TYPE: DLLC. DATE: 7/11/08.

EXCOLO INC., 229 FIRST ST., WINDSOR, CO 80550 REGISTERED AGENT: GARETTE MOORE. TYPE: DPC. DATE: 7/14/08.

BLANCO LAW OFFICE PLLC, 2073 RIVER W. DRIVE. WINDSOR, CO 80550. REGISTERED AGENT: SUSAN BLANCO. TYPE: DLLC. DATE: 7/14/08.

AUTO REVIVAL & REPAIR LLC, 36795 BRIAN AVE., WINDSOR, CO 80550, REGISTERED AGENT: JAMES POOLER. TYPE: DLLC. DATE: 7/15/08.

LAWRENCE FAMILY LLC, 302 HELMLOCK DRIVE WINDSOR, CO 80550. REGISTERED AGENT: AMOS LAWRENCE, TYPE: DLLC, DATE: 5/14/08.

TMJ INVESTMENTS LLC, 353 N. SHORE CIRCLE, WINDSOR, CO 80550. REGISTERED AGENT: MARY JO O'CONNELL. TYPE: DLLC. DATE: 5/14/08.

DRAKONA LLC, 707 SHIPMAN MOUNTAIN COURT, WINDSOR, CO 80550. REGISTERED AGENT: VYN HOP PER. TYPE: DLLC. DATE: 5/14/08.

GOT FISH ON LLC, 1625 PELICAN LAKES POINT SUITE 201, WINDSOR, CO 80550. REGISTERED AGENT: RYAN BACH. TYPE: DLLC. DATE: 5/14/08.

COLORADO LEADERSHIP MENTORING ASSOCIA-TION, 1298 MAIN ST., WINDSOR, CO 80550. REGIS-TERED AGENT: TRAVIS HAWS. TYPE: DNC. DATE:

TOP PRO MOTION INC., 1555 MAIN ST. A, No. 239, WINDSOR, CO 80550, REGISTERED AGENT: JOE LAPOR TA. TYPE: DPC. DATE: 5/16/08.

MBJ ENTERPRISES INC., 7352 GREENRIDGE ROAD. No. A-3, WINDSOR, CO 80550. REGISTERED AGENT: GERALD JACKSON. TYPE: DPC. DATE: 5/19/08.

MOTORCYCLE ARMOR LLC, 1512 PINTAIL COVE, WINDSOR, CO 80550, REGISTERED AGENT; MICHAEL DETWILER. TYPE: DLLC. DATE: 5/19/08.

BUXMAN CONSTRUCTION LLC. 1785 GREENRIVER DRIVE, WINDSOR, CO 80550. REGISTERED AGENT: RONALD NELSON TYPE: DLLC DATE: 5/29/08

CHRISTINI GROUP LLC, 1500 MAIN ST., WINDSOR, CO 80550. TYPE: DLLC. DATE: 5/29/08.

WERTHEIMER FAMILY LLC. 6664 STEVEN ST., WIND-R, CO 80550. REGISTERED AGENT: CONSTANCE EYSTER. TYPE: DLLC. DATE: 6/3/08.

CENTER STAGE PLAQUES LLC, P.O. BOX 272, WIND SOR, CO 80550, TYPE: DLLC, DATE: 6/3/08,

KATIE CONNAUGHTY-AUMAN LLC, 8136 NORTHSTAR DRIVE, WINDSOR, CO 80528, REGISTERED AGENT: KATHLEEN CONNAUGHTY-AUMAN. TYPE: DLLC. DATE: 6/4/08

CANARD CONSULTING, 5473 TILLER COURT, WIND-SOR, CO 80528. REGISTERED AGENT: ALLEN DUCK. TYPE: DLLC. DATE: 6/4/08.

MY FAVORITE THINGS INC., 414 MAIN ST., WINDSOR, CO 80550. REGISTERED AGENT: ANDREW KOCHAN. TYPE: DPC. DATE: 6/4/08.

BENCHMARK ELECTRICAL SOLUTIONS INC., 1755 GREEN RIVER DRIVE WINDSOR CO 80550 REGIS TERED AGENT: BRIAN AGUIAR. TYPE: DPC. DATE: 6/4/08

TEN LITTLE GEEKS LLC, 137 BAYSIDE CIRCLE, WIND-SOR, CO 80550. REGISTERED AGENT: ERIC THOMAS. TYPE: DLLC. DATE: 6/5/08

PRODEZYN INC., 112 WHITNEY BAY, WINDSOR, CO 80550. TYPE: DPC. DATE: 6/6/08.

MRHH INVESTMENTS LLC, 2152 RIVER W. DRIVE WINDSOR CO 80550 REGISTERED AGENT ROBERT HAMILTON. TYPE: DLLC. DATE: 6/7/08.

WINDSOR GYMNASTICS BOOSTER CLUB, 687 ACADEMY COURT, WINDSOR, CO 80550. REGISTERED AGENT: DANNY HESSER. TYPE: DNC. DATE: 6/9/08.

SOR, CO 80550. TYPE: DLLP. DATE: 6/9/08

COURT, WINDSOR, CO 80550. REGISTERED AGENT: SELINDA KUSLUSKI. TYPE: DLLC. DATE: 6/9/08.

COURT, WINDSOR, CO 80550, REGISTERED AGENT: BRIAN BARRETT. TYPE: DLLC. DATE: 6/9/08.

LACY CONCRETE INC., 243 WOOD DUCK COURT WINDSOR, CO 80550. REGISTERED AGENT: HEATHER

EDUCATE ME! LLC, 107 WHITNEY COURT, WINDSOR, CO 80550. REGISTERED AGENT: JULIE DEENER. TYPE DLLC. DATE: 6/11/08

NUT ST., WINDSOR, CO 80550, REGISTERED AGENT:

BAUMGART CONSTRUCTION LLC. 6520 SPANISH BAY DRIVE, WINDSOR, CO 80550. TYPE: DLLC. DATE 6/16/08

MANN 4 MANN CONTRACTING LLC, 1360 BOARD-WALK DRIVE, WINDSOR, CO 80550, REGISTERED

AGENT: CHRISTOPHER MANN. TYPE: DLLC. DATE: 6/16/08 A.L.E.R.T. ENTERPRISES LLC, 736 LILAC DRIVE, WINDSOR, CO O. REGISTERED AGENT: TROY

ELLSWORTH. TYPE: DLLC. DATE: 6/16/08. ASCENT, 8024 N. LOUDEN CROSSING COURT, WIND SOR, CO 80528. REGISTERED AGENT: HUGH MORGAN. TYPE: DLLC. DATE: 6/16/08.

GSE SOLUTIONS, 8283 AVALON COURT WINDSOR CO. 80528. REGISTERED AGENT: CRAIG LEONARD. TYPE: DPC. DATE: 6/17/08

VESTAS TOWERS AMERICAS INC., 11140 EASTMAN PARK DRIVE, WINDSOR, CO 80550. TYPE: FPC. DATE:

VESTAS NACELLAS AMERICAS INC. 11140 FASTMAN PARK DRIVE, WINDSOR, CO 80550. TYPE: FPC. DATE:

ALL ABOUT TEXT BOOKS LLC, 102 POUDRE BAY, WINDSOR, CO 80550. REGISTERED AGENT: GRIFF KULL TYPE: DLLC. DATE: 6/19/08

DATE: 6/19/08.

WOOD DRIVE, WINDSOR, CO 80550. REGISTERED AGENT: BILL LARSON. TYPE: DLLC. DATE: 6/19/08.

DP ENTERPRISE LLC, 521 WINDRIVER DRIVE, WIND SOR, CO 80550, REGISTERED AGENT: DAVID PERE. TYPE: DLLC. DATE: 6/19/08.

TELLINGHUISEN CONSTRUCTION LLC, 405 12TH , WINDSOR, CO 80550. REGISTERED AGENT: DAN KEEPSAKE LLC, 1555 MAIN ST., WINDSOR, CO 80550. TYPE: DLLC. DATE: 6/26/08.

BEK LLC. 619 BLUE MOUNTAIN COURT, WINDSOR, CO 80550. REGISTERED AGENT: BRIAN ELLINGSON. TYPE: DLLC, DATE: 6/26/08.

CORNERSTONE BUILDERS LLC, 801 COLUMBINI DRIVE, WINDSOR, CO 80550, REGISTERED AGENT: ETHAN COZZENS. TYPE: DLLC. DATE: 6/27/08.

GLASGOW ENTERPRISES INC., 910 COLUMBINE RIVE, WINDSOR, CO 80550, REGISTERED AGENT: JEF FRY GLASGOW TYPE: DPC_DATE: 6/30/08

ALL ABOARD THERAPIES LLC, 678 SHOSHONE COURT, WINDSOR, CO 80550, REGISTERED AGENT MARIA LOGSDON. TYPE: DLLC. DATE: 7/1/08

ALTERNATIVE ENERGY GROUP LLC, 569 RAINBOW PLACE, WINDSOR, CO 80550, REGISTERED AGENT: MARK BROWN. TYPE: DLLC. DATE: 7/2/08.

OLD TOWN GRANT LLC. 5745 PINEVIEW COURT. VINDSOR, CO 80550. TYPE: DLLC. DATE: 7/18/08

AGENT: TERESA SMILEY, TYPE: DPC, DATE: 7/16/08

SUMMIT HUMAN CAPITOL INC., 6704 CROOKED STICK DRIVE, WINDSOR, CO 80550. REGISTERED

PLATINUM PROPERTIES LLLP, 8010 S. COUNTY ROAD 5. SUITE 201. WINDSOR, CO 80528, REGISTERED

FRONT RANGE INSPECTION, 142 BAYSIDE CIRCLE, WINDSOR, CO 80550. REGISTERED AGENT: BLAIN

EXPERIENCE THIS! LLC. 553 RAINBOW PLACE. WINDSOR, CO 80550. REGISTERED AGENT: DENISE PERICH. TYPE: DLLC. DATE: 7/16/08.

AV FARMS LLC, 35197 CORNERSTONE WAY, WINDSOR, CO 80550, REGISTERED AGENT: JOEL FUNK, TYPE: DLLC. DATE: 7/17/08.

TIMBER RIDGE ELECTRIC SUPPLY INC., 1063 MAHOGANY WAY, WINDSOR, CO 80550, REGISTERED AGENT: SCOTT BROWN. TYPE: DPC. DATE: 7/17/08

PEAK LLC, 8024 N. LOUDEN CROSSING COURT, WIND-SOR, CO 80528. REGISTERED AGENT: HUGH MORGAN. TYPE: DLLC. DATE: 7/21/08.

ML CONSTRUCTION LLC. 33623 WELD COUNTY ROAD 23, WINDSOR, CO 80550. REGISTERED AGENT: MICHAEL LINDSTROM. TYPE: DLLC. DATE: 7/21/08.

DEANNA KNOWS LLC, 1223 BROOKWOOD COURT, WINDSOR, CO 80550, REGISTERED AGENT: DEANNA NILSEN. TYPE: DLLC. DATE: 7/22/08

BARN BUILDERS OF COLORADO LLC. 1613 PELICAN LAKES POINT, WINDSOR, CO 80550. REGISTERED AGENT: RICHARD KUSEL, TYPE: DLLC, DATE: 7/22/08

AMY BATTLES DESIGN LLC, 502 FIFTH ST., WIND SOR, CO 80550. REGISTERED AGENT: AMY BATTLES. TYPE: DLLC. DATE: 7/22/08

24 HOLDINGS LLC, 312 HABITAT BAY, WINDSOR, CO 80550. REGISTERED AGENT: RUSS GEBBIA. TYPE: DLLC. DATE: 7/23/08.

MAIN STREET HEALTH & REHAB LLC, 15TH & MAIN STS., WINDSOR, CO 80550. REGISTERED AGENT: J. WIL-SON. TYPE: DLLC. DATE: 7/23/08.

U&R FRAMING, 1499 WESTWOOD DRIVE, WINDSOR, CO 80550, REGISTERED AGENT: ULISES RASCON. TYPE: DLLC. DATE: 7/25/08.

SEEK CORP., 815 CLIFFROSE WAY, WINDSOR, CO 80550. TYPE: DNC. DATE: 7/25/08

MOYER FAMILY FOUNDATION, 1383 WALNUT ST., WINDSOR, CO 80550. REGISTERED AGENT: DEAN MOYER. TYPE: DNC. DATE: 7/28/08.

HOME MEDIC AND TRENCHING LLC, 215 LAUREL COURT, WINDSOR, CO 80550. REGISTERED AGENT: TIM-OTHY CUMINGS. TYPE: DLLC. DATE: 7/28/08.

Northern Colorado

Business Marketplace





GT'S HARDWOOD FLOORS, 902 MESA COURT, WIND-BROKER SERVICE SOLUTIONS LLC. 4457 FIREHAWK 6/18/08

SHANNON SPANGLER. TYPE: DLLC. DATE: 6/12/08.

SPANGLER & SIGNORELLI, CPAS LLC, 1499 WAL-

6/18/08

ONE TICK AT A TIME LLC, 1262 HORNED OWL

LACY, TYPE: DPC, DATE: 6/10/08.

RAMFANZ.COM LLC, 102 POUDRE BAY, WINDSOR, CO 80550. REGISTERED AGENT: GRIFF KULL. TYPE: DLLC. COLORADO EMS CONSULTANTS LLC, 1365 RED-

TELLINGHUISEN TYPE: DLLC DATE: 6/23/08 STORAGE WORLD LLC, 1555 MAIN ST., WINDSOR, CO 80550. REGISTERED AGENT: LINDA HALL. TYPE: DLLC. DATE: 6/23/08

AGENT: LARRY PEDERSEN. TYPE: DLLLP. DATE: 7/16/08. PLANTZ. TYPE: DLLC. DATE: 7/16/08.

GGP, from 19A

shopping center into a vibrant, mixed-use community called Belmar - led many to think more closely about the Foothills dilemma.

Falcone and his Continuum group picked up the 35-year-old Villa Italia Mall for a relative song: \$12 million for the 22block parcel in central Lakewood. In partnership with the city, the company set to work on a plan that in five years resulted in an eye-appealing mix of 1 million square feet of retail space, 900,000 square feet of class A office space and 1,300 homes for sale or rent.

No mere cosmetics

"That's the kind of thing we've really been thinking about with General

Growth," Fort Collins Finance Director Mike Freeman said. "We have always had in mind something that was really exciting instead of some cosmetic redevelopment."

Falcone said the Belmar vision came to be without regard to the buildings that comprised the million-square-foot Villa Italia and the huge moats of asphalt that surrounded them.

"Real estate is never about the buildings," he told his audience. "Real estate is about the land."

Step one: Blow up the buildings. The approach could just as easily be applied at Foothills. But not until the GGP question is answered. In late September, as GGP began its tumble, City Manager Darin Atteberry said opportunities for redeveloping the 30-year-old mall were bright "with or without General Growth."

Let's assume for the moment that GGP will either divest itself of the Foothills property or, as national business writers have speculated, be acquired. Either way, a new partner could emerge for the city to deal with. That would be welcome, given the futility that has surrounded the GGP partnership during the past year.

Willing partner

"As the future of General Growth becomes more clear, as it will in a pretty short amount of time, what we'll be looking for is a willing partner," Freeman said. "The owner has to be ready. They have to understand that the market can support what we do. There has to be a common vision."

In other words, all the ingredients that led to the building of Belmar have to be in place. There is land aplenty to do a

Belmar-style project where Foothills stands. As Freeman pointed out, General Growth's land holdings are far greater than the mall and its parking lots, spreading well to the south and east.

"Belmar has a lot of similarities to Foothills," he said. "We've been studying a lot of the redevelopments in the metro Denver area, including Belmar. ... There are great opportunities here. But it's a very, very complicated process, and it takes two committed partners to pull it off."

Here's hoping that General Growth, or more likely its successor, can help forge such a partnership and move ahead with a project that is so sorely needed.

Editor Tom Hacker covers real estate for the Northern Colorado Business Report. He can be reached at 970-221-5400, ext. 223 or at thacker@ncbr.com.



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Population Colorado Northern Colorado Larimer County Weld County	2007 4,861,515 531324 287,574 243,750	2006 4,753,377 515,110 276,253 236,857	2010 4,831,554 566,072 * 299,040 * 267,032 *	2015 5,049,493 645,190 * 333,381 * 311,809 *	2020 5,278,867 731,510 * 368,694 * 362,816 *	Last update 3/08 3/08 3/08 3/08
General	Latest month	Prev. listing	Change prev. mo.	Last year	Change prev. year	Last update
Employment Unemployment Colo. Unemp. Rate Lmr. Unemp. Rate Weld Unemp. Rate	287,985 14,455 5.20% 4.40% 5.30%	289,190 14,902 5.20% 4.50% 5.50%	-0.42% -3.00% N/A N/A N/A	282,318 11,285 3.60% 3.20% 3.90%	2.01% 28.09% N/A N/A N/A	8/08 8/08 8/08 8/08 8/08
Jet fuel (gallons dis.) F.CLoveland Airport	95,589	64,322	48.61%	100,600	-4.98%	6/08
Motor vehicle reg.	32,239	59,329	-45.66%	57,226	-43.66%	8/08
Vectra Small Business Colorado index U.S. index	87.6 71.1	86.9 68.9	0.81% 3.19%	92.9 84.8	-5.71% -16.16%	8/08 8/08
Bankruptcies Larimer County Chapter 7 Chapter 13 Weld County	83 8	75 9	10.67% -11.11%	56 5	48.21% 60.00%	7/08 7/08
Chapter 7 Chapter 13	104 5	77 18	35.06% -72.22%	67 9	55.22% -44.44%	7/08 7/08
Foreclosures Larimer County Value (000s) Weld County Value (000s)	189 \$37,800 252 \$48,210	136 \$31,671 218 \$53,091	38.97% 19.35% 15.60% -9.19%	144 \$30,538 277 \$79,200	31.25% 23.78% -9.03% -39.13%	7/08 7/08 7/08 7/08
Patents Larimer County Weld County	31 3	41 18	-24.39% -83.33%	43 8	-27.91% -62.50%	8/08 8/08
New businesses Larimer County Weld County	297 198	314 188	-5.41% 5.32%	330 232	-10.00% -14.66%	7/08 7/08
Consumer Price (Color	ado, Wyoming, Mor	tana and Utah)				
Index (1982-84 = 100) Food & beverages Housing Transportation Medical Care	221.506 228.814 208.298 369.557	221.139 228.864 214.211 369.054	0.17% -0.02% -2.76% 0.14%	210.3 222.1 185.2 356.6	5.33% 3.02% 12.47% 3.63%	8/08 8/08 8/08 8/08
REAL ESTATE Total construction (00)	nc)					
Larimer County Weld County	\$43,539 \$26,254	\$38,846 \$59,424	12.08% -55.82%	\$86,026 \$94,243	-49.39% -72.14%	8/08 8/08
Building permits	147	170	-13.53%	234	-37.18%	8/08
Apartment vacancies F.CLoveland Greeley	5.20% 7.30%	4.60% 7.20%	N/A N/A	9.30% 7.20%	N/A N/A	3/08 3/08
Apartment rent F.CLoveland Greeley	\$760 \$636	\$768 \$631	-0.98% 0.82%	\$752 \$625	1.03% 1.86%	3/08 3/08
Office vacancy rates Fort Collins Loveland Greeley	14.26% 8.31% 16.00%	13.21% 10.33% 15.16%	N/A N/A N/A	11.79% 7.98% 17.07%	N/A N/A N/A	6/08 6/08 6/08
Retail vacancy rates Fort Collins Loveland Greeley	8.57% 6.43% 12.07%	7.50% 5.27% 5.65%	N/A N/A N/A	7.24% 7.05% 9.28%	N/A N/A N/A	6/08 6/08 6/08
Industrial vacancy rate Fort Collins Loveland Greeley	25 5.77% 3.86% 9.45%	5.65% 4.20% 9.20%	N/A N/A N/A	4.45% 4.27% 8.13%	N/A N/A N/A	6/08 6/08 6/08
SALES Restaurant retail (000:	s)					
Larimer County Weld County Gross sales (000s)	\$107,593 \$54,536	\$111,170 \$56,655	-3.22% -3.74%	\$101,440 \$50,563	6.07% 7.86%	3/08 3/08
Larimer County Weld County	\$657,826 \$688,277	\$560,677 \$661,252	17.33% 4.09%	\$569,264 \$577,755	15.56% 19.13%	2/08 2/08

Note: Unless otherwise indicated, all statistics are for Larimer and Weld counties combined.

* Projected population numbers from the Colorado Division of Local Government; U.S. Census Bureau otherwise

Sources: U.S. Census Bureau; Colorado Division of Local Government (County population projections); Larimer County Workforces Center (Employment stats); Fort Collins-Loveland Municipal Airport; Larimer, Weld County Depts. of Motor Vehicles (Motor vehicle registrations); Vectra Bank Colorado (Colorado & U.S. Small Business Indices); FW. Dodge Data (Construction statistics); SKLD Information Services LLC (Bankruptcy, foreclosure); LexisNexis (Patents); The Home Builders Association of Northern Colorado (Building permits); Colorado Division of Housing (Apartment vacancies & rates); Realtec Commercial Real Estate Services Inc. (Office, retail, industrialvacancy rates); Colorado Deptment of Revenue (Restaurant sales, gross sales figures, new sales tax accounts); U.S. Depts. of Labor, Bureau of Labor Statistics (Consumer Price Index).

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