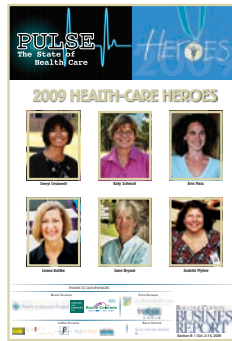


BOULDER COUNTY BUSINESS REPORT \$1



HEALTH-CARE HEROES

Celebrating finest
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Section B

Serving Boulder and Broomfield Counties
Volume 28 | Issue 21 | Oct. 2-15, 2009

ConocoPhillips takes next step

BY RYAN DIONNE
rdionne@bcbr.com

LOUISVILLE – ConocoPhillips Co. plans to present preliminary findings from its site analysis to the Louisville City Council Tuesday, Oct. 6, the next step in the construction of the energy company's planned global campus in Louisville.

The presentation will spell out

Energy firm will present site analysis; report on building locations, timetable

where Houston-based Conoco (NYSE: COP) believes it will build, said Louisville City Manager Malcolm Fleming. The presentation will include maps of the site that show aspects such as drainage areas, variations in topography, different types of

soil and changes in microclimate.

"We have not seen any specific development proposals," Fleming said. "I think it's more just where on the site is development likely to take place."

That location on the 432-acre site happens to be in the same vicinity

where the Sun Microsystems Inc./ Storage Technology Corp. campus was built, which subsequently has been demolished.

Mary Manning, Conoco's general manager for corporate real estate, said there were no surprises when the energy company, in conjunction with HOK, a St. Louis design firm with an office in Denver, conducted the site analysis.

► See **ConocoPhillips, 7A**

Boulder suspends back-tax collection

*Contractors' ire causes
city to review process*

BY DAVID CLUCAS
dclucas@bcbr.com

BOULDER — City of Boulder officials will temporarily suspend an effort to collect back taxes from local building contractors, hiring an outside consultant to review the process.

Earlier this summer, the city's finance department said it likely undercollected between \$1.9 million and \$5.2 million in construction permit use taxes during the past three years due to shortcomings of its own tax-estimating system.

The city began notifying about 1,000 contractors who may have been affected, asking them to reconcile the mistakes and pay the back taxes without penalty. Those who didn't reconcile could face future audits and penalties.

Local contractors were fumed, saying the tax rules were being changed

► See **Back-tax, 11A**

Square Feet in the Boulder Valley

An upclose look at commercial real estate in Boulder and Broomfield counties



DOUG STORUM

285 Century in Louisville is one of the newer office buildings to come online in the Boulder Valley in 2009. For an overview of the commercial real estate markets in Boulder, Broomfield, Longmont, Louisville, Lafayette, Superior and Erie, see stories in Square Feet, Section D in this issue.

Visit bcbr.com for breaking news

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ERTH Solutions Inc. acquired for \$1.6 million

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

BY BUSINESS REPORT STAFF

news@bcbcr.com

LONGMONT – A public Canadian company has purchased Longmont-based ERTH Solutions Inc. for a combination of cash and stock worth \$1.6 million.

As part of the acquisition, ERTH Solutions will receive \$150,000 in cash and 36 million shares of Outlook Resources Inc. stock to be distributed among ERTH shareholders. Shareholders also have the option to purchase more shares at 10 cents each for three years.

Toronto, Ontario-based Outlook trades on the Toronto Stock Exchange under the symbol OLR.

"This is a major business play," said Justin Eisenach, ERTH Solutions' chief executive officer. It's a move Eisenach hopes will put the company in a better position to capitalize on the sustainability movement as companies like Wal-Mart push to go "green."

ERTH Solutions provides low-carbon, renewable plant fertilizer made

from biomass and renewable feedstock, while Toronto-based Outlook also focuses on sustainable fertilizer.

BCBRdaily

Upon regulatory approval, ERTH Solutions will become a wholly-owned subsidiary of Outlook. ERTH will keep its Longmont office, name and current managerial structure, Eisenach said.

ERTH Technologies Inc., which is the majority owner of ERTH Solutions, was founded in 2001 by Meg Hansson and Paul Cornay.

Biotech awarded \$1.2 million

BOULDER – Bolder BioTechnology Inc. was awarded a \$1.2 million phase 2 Small Business Innovation Research grant to perform preclinical toxicology studies to test the company's EPO drug in people.

Boulder-based Bolder BioTechnology received the grant through the National Institute of Diabetes and Digestive and Kidney Diseases of the National Institutes of Health. The entire \$1.2 million is contingent upon the company reaching various research milestones.

The company is developing a longer-lasting erythropoietin, or EPO, drug that could help treat anemia often associated with chronic kidney disease. Bolder Bio is developing the protein drug to be administered once every two

to eight weeks instead of two or three times per week, which currently happens, according to a press release.

Mocapay raises \$3 million

DENVER – Mocapay Inc., which recently moved from Boulder to Denver, closed a \$3 million round of financing lead by Texas and Boulder investors.

Mocapay closed a \$3 million round of financing lead by Texas-based Spartan Mobile and Boulder-based Lacuna LLC. The \$3 million adds to the \$3 million the company has raised since being founded in Boulder in 2006.

Kevin Grieve, Mocapay's chief executive officer, said the company will use the money to expand its business and focus on developing a better platform.

Unrelated to the financing round, Mocapay moved to Denver in late August to be more centralized in hopes of reaching more clients both in Colorado and throughout the country.

The company, which develops a platform that integrates mobile payments, marketing and distribution at point-of-sale, has a handful of customers—all of which are in Colorado. Its new office is located at 1553 Platte St., suite 300 in Denver.

DigitalGlobe launch rescheduled

LONGMONT – The Oct. 6 launch of DigitalGlobe Inc.'s WorldView-2 satellite has been rescheduled

BCBR Opinion Poll

Our online question:

Are social networking sites like Twitter and Facebook beneficial to businesses?

Yes 41.7%

No 43.3%

Not Sure 15%

— 60 responses

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

for Oct. 8.

The launch from Vandenberg Air Force Base near Lompoc, Calif. was set back two days because of delays incurred for the Delta II launch vehicle that will carry the satellite.

WorldView-2 is the third satellite Ball Aerospace & Technologies Corp., a subsidiary of Broomfield-based Ball Corp. (NYSE: BLL), built for Longmont-based DigitalGlobe (NYSE: DGI). DigitalGlobe provides high-resolution imagery satellites for commercial, defense and intelligence uses.

The imagery satellite should allow DigitalGlobe provide more-accurate images faster while more-frequently refreshing the images.

► See **BCBRdaily**, 12A

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MEMBER
FDIC

Camera launching weekly newspaper in Longmont

First name would have infringed on trademark

BY RYAN DIONNE
rdionne@bcbr.com

LONGMONT – A month before launching its new weekly newspaper in Longmont, the Camera, a newspaper in Boulder, is coming up with a new name because of a possible trademark infringement.

The new paper, which was to be called the Longmont Weekly, will be inserted in the Camera and The Denver Post on Sundays with a launch date of Oct. 25.

Each issue, which is planned to be

between 24 and 36 tabloid-size pages, will focus heavily on sports, education, business and community events throughout Longmont, said Al Manzi, the Camera's president and publisher.

"It's really an extension of what we already do," Manzi said.

Besides the approximately 25,000 copies that will be delivered, about 2,000 copies will be distributed via select drop locations throughout Longmont. It will also have its own Web site – which has yet to be determined.

A few days after the paper was announced, it already is slated to undergo a name change because the trademark for Longmont Weekly is already taken.

Lehman Communications Corp., owner of the Longmont Times-Call, bought the trademark for Longmont Weekly in 2005, according to secretary of state documents. It's not slated to expire until 2015.

"That's the first I've heard of that," said Al Manzi, the Camera's president and publisher when the Boulder County Business Report contacted him Monday, Sept. 28. "We probably didn't check it. That could be a big problem."

After researching the name later that day, Manzi told the Business Report he planned on changing the name. "We should have looked that up," Manzi said.

The free publication will operate out of

the Camera's downtown Boulder building and be led by Clay Evans, a former Camera editor and columnist. Editorial content will consist of shared stories from the Camera and Post as well as stories written by Evans, freelance writers and citizen journalists, Manzi said.

While the Longmont Weekly likely would compete for advertising revenue, John Vahlenkamp, managing editor of the Longmont Times-Call, said he's confident in the Times-Call's ad department and suspects that establishing an advertising base is a bigger concern of the new paper.

"We're going to continue to do what we do best, which is covering Longmont," he said.

Camp Culinary

Chef DeBoer teaching kids scholarly skills in cooking class

BY ELIZABETH GOLD
news@bcbr.com

BOULDER — Chef Michael DeBoer is adding a whole new meaning to after school snacks.

Through Camp Culinary, he's teaches children not only how to cook, but how to apply their reading, math and science skills to their own personal happy meals.

DeBoer officially launched his business in March after a friend asked him to teach her daughter how to cook. He'd been training people to cook professionally for years prior so the transition seemed like the logical next step.

A 1994 graduate of the Culinary Institute of America, DeBoer's background includes cooking for the Greenbriar Inn, the Red Lion and Boulder Dushanbe Tea House.

"When I wrote the business plan, it was for in-home classes," he explained. "It's about removing the mystery of cooking for kids — when they get to do it in their homes, they feel comfortable and not pulled away by the big equipment of a restaurant."

The camps initially were geared for children age 6 to 18, but DeBoer mixes the classes up to include older students as well.

"And I always encourage parents to work with us as well."

Classes are customized to fit the interests and needs and time restraints of students. They can be taken individually or in a block,



PETER WAYNE

Chef Michael DeBoer, owner of Camp Culinary cooking school in Boulder, teaches student Max Pheiffer the basics of food preparation and cooking.

which includes four three-hour cooking sessions, one field trip and a grand buffet for one to four children or adults.

Field trips include a trip to a

working farm, a farmer's market or a behind-the-scenes tour of a restaurant.

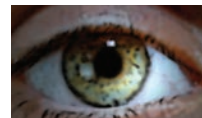
"The grand buffet is a party where

► See **Culinary, 19A**

Bailing out guilt-riddled snow hounds

The early snowfall in the mountains has the Eye pumped for the upcoming skiing and snowboarding season — but what can it do when it shamelessly bails out on friends for fresh powder? Boulder-based TDA Advertising & Design Inc. has crafted a marketing solution for Cloudveil Mountain Works customers.

THE EYE



The Jackson Hole, Wyoming-based firm, which owns Boulder-based **Spyder Active Sports Inc.**, is introducing three new "I'm Sorry Gifts."

"Perhaps you could regain your girlfriend's good graces with the "Fresh-Powder-Made-Me-Miss-Lunch-With-Your-Parents" bouquet, for \$39.99. Or, for just \$5.99, offer your neglected pooch some "Sorry-I-Went-Climbing-Again-Instead-Of-Taking-You-For-A-Walk" dog treats. At \$12.99, the "Sorry-I-Missed-The-Meeting-Because-Of-The-Stonefly-Hatch" mug, emblazoned "#1 BOSS" for good measure, might save your job."

► See **Eye, 7A**

COURTESY TDA ADVERTISING & DESIGN

Advertising campaign pledges to help skiers bail out guilt-riddled powder hounds.

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GREEN BOOK
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Developers: Timing bad for fee hike
 City says proposed increases needed to ensure development pays its share

LOHAS Forum provides city economic boost
 Lifestyle conference draws international crowd to Boulder

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Boat	0	\$0	0
Fire	0	\$0	0
Other	0	\$0	0
Total	1	\$100,000	1

WEATHERING THE STORM TOGETHER:
A local CEO's Perspective

Is your bank safe? That seems to be the question of 2009. It would appear to be a simple yes or no question, right? Not necessarily. The quick answer is, more than likely, yes. Certainly, as long as you are within the FDIC insurance guidelines you need not worry with any FDIC insured bank. Our government has propped up the big banks; but the community banks, by and large, have been left out of that equation. So, how safe is FirstTier Bank and other community banks?

Community banks all over the nation are experiencing unprecedented challenges with increasing levels of non-performing loans, declines in the value of appraised real estate collateral, and increased loan loss provisions. FirstTier, along with many other Colorado community banks, is fighting these same challenges. We are trying hard to keep our local businesses in business! This could mean you, your neighbor, or the friendly lady at the sandwich shop. Community banks and our communities we serve need to stand united. Our commitment remains true to our communities. We have long said that we understand our neighborhoods, living and working within them, and now is the time to show that we are all going to see this through together. We have come a long way in the past year, but the rocky road will continue for a little while longer.

As experienced bankers, we have seen previous difficult cycles, and have navigated through them. Community banks, like FirstTier, are typically locally owned and operated. We consider ourselves a traditional bank – not an investment or “Wall Street” bank. Other banks like ours are suffering right along with you, our communities. FirstTier Bank (and most community banks) did not make subprime loans or engage in unethical practices, and the perception is that all banks are the same. They are not. We will continue to meet the needs of our customers and provide the products, services, and responsiveness you have come to expect and deserve. Our desire and dedication to our customers and community will not waiver.

At FirstTier Bank our goal is to be proactive in our communications so that our customers feel comfortable, secure, and well informed. We have a solid, well-thought-out plan for getting through the current market and dealing with the resulting challenges. We continue to demonstrate that we can execute our plan, and our team remains dedicated despite the tough economic conditions for all.

FirstTier Bank has a long history in the banking industry and plans on continuing for years to come. We demonstrate every day that our management and staff have the experience and confidence to navigate through these rough times. We will work hard to protect our customers, our community, our bank, and the real backbone of the financial community – the community bank.

We are confident in our ability and thank you for your loyalty and support during these times, not only to FirstTier Bank, but all of your local community banks.

Sincerely,

 Timothy D. Wiens
 Chairman & CEO
 twiens@firsttierbank.com



Basketball Nuggets-style
 Boulder Housing Partners receives basketball court



COURTESY BOULDER HOUSING PARTNERS
 The Denver Nuggets and Sport Court of Colorado donated a basketball court to Boulder Housing Partners' Kalmia community at 26th and Kalmia in Boulder on Sept. 19. Nuggets Community ambassador Ervin Johnson, the Nuggets' mascot Rocky and members of the Denver Nuggets dance team joined Boulder Housing Partners to celebrate the dedication of the court by placing the final tile on the floor. Following the dedication, Johnson and other Denver Nuggets representatives conducted a basketball clinic for children in the community. The partnership was created by Jamie Miller, a former University of Colorado basketball player who now provides architectural services to Boulder Housing Partners.

CORRECTIONS

The names under photos of Cheryl Cristanelli and Katy Schmoll were transposed on the cover and on page 2B of Pulse: The State of Health



Schmoll



Cristanelli

Care 2009 Health-Care Heroes special section published as Section B in this edition of the Boulder County Business Report.

BOULDER COUNTY BUSINESS REPORT

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 Oct. 2-15, 2009

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Panel: Cost key to any health-care reform

Waste and redundancy in current system must be reduced in new plan

BY RYAN DIONNE
rdionne@bcbr.com

LONGMONT – It's clear that health-care costs must be reduced as part of a proposed health-care reform, but many medical professionals doubt that will happen with the current bill or bills being proposed, a group of panelists said at the Boulder County Business Report's Pulse: The State of Health Care event Sept. 23 at the Radisson Hotel and Conference Center in Longmont.

Currently about 25 percent of people between the ages of 18 and 64 in Longmont don't have health insurance. In the state, it's about 16 percent who aren't insured, said panelist Elisabeth Arenales, the Colorado Center on Law and Policy's health-care program director.

That needs to change. Barbara Ryan, executive director of The Mental Health Center Serving Boulder and Broomfield Counties, said she agrees with many people in the fact that now is the time for health-care reform, but if it doesn't happen soon it may not. She hopes it happens.

Jandel Allen-Davis, Kaiser Permanente's vice president of government and external relations said if the much anticipated health-care reform focuses



From left, Jandel Allen-Davis, Kaiser Permanente's vice president of government and external relations; Barbara Ryan, The Mental Health Center Serving Boulder and Broomfield Counties' executive director; James MacRitchie, the Acupuncture Association of Colorado's founding president; and Elisabeth Arenales, the Colorado Center on Law and Policy's health-care program director discuss health-care reform during the Boulder County Business Report's Pulse: The State of Health Care panel discussion.

on providing care for everyone but not dealing with the waste and redundancy of the current system, then Americans will have an "equally broken" system.

One way to initiate that change is to eliminate redundant medical procedures, such as blood work and X-rays. Doing that could free health professionals' time that could be used to see other patients, and it would lower medical bills, which is beneficial for insurance companies and patients alike.

That should then help prevent common cost-shifting, known to some people as the "hidden tax," Allen-Davis said.

Electronic medical records will, hopefully, help eliminate some of that redundancy and improve patient health and safety via sharing information amongst medical facilities and amongst doctors, Arenales said.

Switching to electronic medical records should help ensure patients are

seen by the correct medical professional, thus eliminating redundancies as well.

Even putting more trust in nurse practitioners, midwives and other "allied professionals" will help reduce costs, Allen-Davis said, by reducing the number of patients a given doctor sees freeing up more time with each patient. That in turn, should help the patient stay healthy and out of the hospital.

Another way to help reduce costs

► See **Reform, 6A**

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NAR economist to speak at real estate conference

BY BUSINESS REPORT STAFF
news@bcbr.com

BOULDER – One of the top economists at the National Association of Realtors will headline the Boulder Valley Real Estate Conference & Forecast, Nov. 19, at the Millennium Harvest House Hotel, 1345 28th St., in Boulder.



Bishop

Paul Bishop, NAR's managing director of real estate research, will speak on the national economy and

real estate market, including the ongoing credit crunch. Bishop leads the Research Division's survey and market research activities, including analysis of real estate business and policy issues.



He will join a host of other speakers and panelists at the second annual real estate event, including Brad Blackwell, executive vice president,

retail national sales manager, Wells Fargo Home Mortgage.

Topics at the conference include:
The Credit Crunch – What Now? – Successfully navigate the banking and credit industries.

Perception vs. Reality – Up from the bottom, the value gap, pent-up demand and moving upward.

Green Machine or Green Bubble? – Growth of green (solar, thermal, wind, conservation, building materials) and how we will benefit.

Real Estate & Economic Forecast – A look at the year ahead from bankers, Realtors and economists, with both a national and local outlook provided.

The Boulder Valley Real Estate Conference & Forecast is presented by the Boulder County Business Report. Sponsors include the Colorado Group, Re/Max of Boulder, Holland & Hart LLP, Packard & Dierking LLC, Wells Fargo Bank and the W.W. Reynolds Cos.

The conference will run from 11:30 a.m. to 5:45 p.m. Lunch will be provided. Registration costs \$49, with booths available for \$350. Sponsorships are also available. Visit www.bcbr.com, and click on the Events button to register. For sponsorship or other event information, contact Emily Trayers at 303-440-4950 or etrayers@bcbr.com.

REFORM from 5A

as part of a health-care reform is to take emphasis away from treating sick patients and place it on preventive measures keeping patients healthy.

Right now, Americans are paying for pain and suffering when it comes to health care, said James MacRitchie, the Acupuncture Association of Colorado's founding president.

Only 10 percent of health is related to care, Allen-Davis said. A big portion of health revolves around an individual's lifestyle including whether or not he smokes or drinks alcohol, how much he exercises and his eating habits.

While 10 percent may be related to care, 40 percent is related to behavior, which goes hand-in-hand with mental health, Ryan said.

With nearly half of a person's health tied to mental health, Ryan wants to see more emphasis placed on mental-health care. With the economy still in turmoil, more and more people need mental-health services but can't afford it, she said.

The affordability factor is a big concern for many people, including the panelists.

With different versions of Obama's reform bill involving a public option, some panelists were concerned that it won't be able to compete with private health insurance.

If a public health plan is created, the government needs to price it competitively or states with a couple insurance companies that control most of the market will continue to dominate and be able to set prices as high as they want.

And health co-ops, member-controlled nonprofits designed to provide health insurance, aren't a great option, either.

Arenales said she doesn't think enough people would get involved to compete with private insurance. And Allen-Davis said many people don't think of the administrative costs when discussing a health co-op.

No matter what reform bill is passed, if at all, Ryan said it's better to have something and then change it later than to have nothing at all.

"We have to start somewhere," Ryan said. "And now's the time to start."

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CONOCOPHILLIPS from 1A

But one thing she was personally astonished with was the slope of the land. She said the property has a significant elevation gain that will have little negative impact on construction but will undoubtedly play into drainage and building foundations. She previously thought the land was relatively flat.

As part of the study, the companies also examined wind speeds, noise levels and views of the mountains from various locations. Each element will help Conoco design the campus that it bought for \$58.5 million in early 2008.

Manning said the company still plans to submit its development proposal to the city in early November – which should take the city six months to fully review – and plans to begin utility and road work, as well as other preliminary construction projects in early 2010.

Building construction will likely start in 2010 or 2011, she said.

Conoco wanted to open the site, at least in some capacity, as early as late 2011 or early 2012. But because of economic instability, it pushed the date to sometime in 2013.

Manning said she doesn't have a more precise timeline because it will depend on how much work can be completed in 2010. She said the project is still on track, and the site is still planned to become the company's global technology and corporate learning center.

As of August 2008, the center was slated to employ up to 7,000 people by 2030. While ConocoPhillips plans to transfer a key group of managers to

“I'm very impressed by the way they're approaching the site analysis. It shows, once again, that they're interested in creating a facility that fits well in the community.”

Malcolm Fleming

CITY MANAGER,

CITY OF LOUISVILLE

Louisville, the rest of the employees will be hired from outside the company. New hires will likely include geoscientists, physicists and mathematicians.

Besides the new employees, the site will also host Conoco employees from throughout the world who will use the campus as a training center.

With the presence of ConocoPhillips, local economists suspect it will bolster city and county revenues via other companies moving to the area bringing employees who will then buy homes and spend money at local businesses.

As part of that, the city is talking with Conoco about the financial impact in terms of retail space, lodging and a potential conference facility directly on the site. But most of the potential additions would be designed to serve campus

employees and visitors, Fleming said.

The information, to be presented at the city council meeting, will help Conoco finalize its master plan and determine the type, size and design of future buildings.

The presentation, though, is just as much about presenting the information as it is giving Manning a chance to meet all of the council members, she said. She has met most of them, but Manning thinks it will be a good opportunity to have everyone in the same room at the same time.

So far, demolition is complete. The construction material is still on site because Conoco plans to reuse some of it as it builds roads and other site infrastructure, Fleming said.

In May the company purchased 9.49 acres just north of its 432-acre campus for \$2 million. And in February, it purchased another 9.14 acres nearby for about \$1.06 million. Both purchases were to help improve access to the campus.

“I'm very impressed by the way they're approaching the site analysis,” Fleming said. “It shows, once again, that they're interested in creating a facility that fits well in the community.”

Conoco is also in the midst of figuring out the best way to annex 100 acres of the site into Louisville. It's currently located in unincorporated Boulder County, Fleming said. That process will likely happen concurrently with the development proposal that's slated to begin in November.

EYE from 3A

Cloudveil has arranged cross-promotional agreements with 1-800-FLOWERS, kooldogkafe.com, and zazzle.com to fulfill the orders.

Estes Park architect **Thomas Beck** is known locally and regionally for his expertise in renewable energy and “high performance” homes, and for the optimal example of that expertise — his personal “off-the-grid” home. The home, powered by solar photovoltaic and wind energy, is featured in the October issue of Popular Mechanics Magazine.

Local dentist **John Montoya** is accepting donated Halloween candy from the public on Monday, Nov. 2. No, not for himself. Montoya is doing his part to prevent tooth decay by accepting excess Halloween candy and donating it to U.S. Troops. Candy can be delivered to 3400 Penrose Place, Suite 104 in Boulder. Only unopened, pre-packaged candy will be accepted.

Montoya's proactive “Treats for the Troops” event is an effort to prevent tooth decay while getting the community involved in helping the U.S. military. The candy donations will be sent as care packages to U.S. troops serving overseas.

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PRODUCT UPDATE

Boulder-based **Mentor InterActive Inc.** launched My Virtual Tutor-Reading, an interactive children's reading and comprehension skills game for Nintendo DS. The new game is available for pre-kindergarten to kindergarten, kindergarten to first grade and first grade to second grade.

Boulder-based **Webroot Software Inc.** will release its beta version of its Webroot Internet Security Complete in October before launching the full version in early 2010. The Internet security package is designed to protect users who use multiple computers and mobile devices to share personal information.

Boulder-based **FreeWave Technologies Inc.** launched the IO Expansion Module. Compatible with most FreeWave radio products, the module expands a users input and output count so the radio can be remotely accessed.

Boulder-based **Imulus LLC** launched Support Details, a free Web-based tool found at www.supportdetails.com for diagnosing browser and Web site problems despite minimal technical knowledge.

Lafayette-based **Cardinal Peak LLC** developed a free PhotoDialer application for the Palm Pre. The application allows callers to dial the people they talk to the most by tapping the person's picture that's displayed in either a grid or list view.

Boulder-based **Spectra Logic Corp.** started a prepurchase program for its LTO-5. The Linear Tape Open hard drive system isn't currently available, but customers can purchase one and receive an LTO-4 to use temporarily until the 5 arrives.

Boulder-based **Rocky Mountain CyberKnife** introduced its newest cancer-fighting machine, the CyberKnife 8.5. The CyberKnife 8.5 is able to make more precise calculations of radiation doses than previous models.



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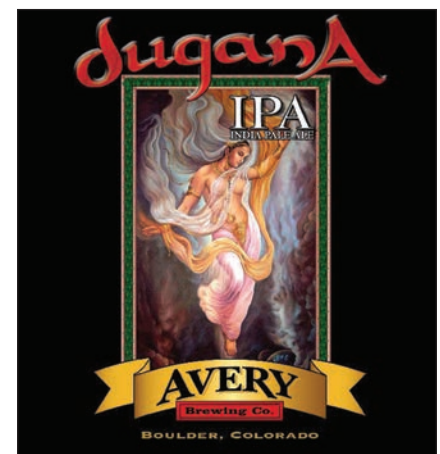
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COURTESY AVERY BREWING CO.

Boulder-based Avery Brewing Co. has launched a new brew, the duganA IPA. The beer has a bitter, dank piney taste with 93 IBUs of hops and an 8.5 percent alcohol by volume. It'll be sold throughout the state in 22-ounce single bottles. IBUs is a measure of the bitterness of beer, which is provided by the hops used during brewing. Bittering units are measured by a spectrophotometer and solvent extraction.

AWARDS

Barrett Studio architects in Boulder received a National Association of Homebuilders Colorado Award for Remodeling Excellence for a whole-house remodel. The award was for the Splitstack remodel in Boulder, an organic modern solar split-level with detached garage and studio. Amy Kirtland, associate, served as the Project Architect.

Longmont-based **DigitalGlobe Inc.** was named Earth Observation Operator of the Year by Euroconsult, a global research and analyst firm specializing in the satellite sector. The award recognizes companies that have made a particularly strong impact on the satellite industry through their vision, growth, profit or innovation.

Industry trade publication Advertising Age named **TDA Advertising & Design** as West Agency of the Year at the magazine's Small Agency Awards. TDA was selected primarily for its campaigns for FirstBank in Lakewood, which were called "some of the best work in the banking category."

Jennifer Heilveil, coordinator for the city of Boulder Parks and Recreation Department's recreational programs and services to children, youth and adults with disabilities, was named the Colorado Therapeutic Recreation Specialist of the Year by the Colorado Parks and Recreation Association.

INTERNET NEWS

Boulder-based **Insight Designs Web Solutions LLC** created the new home page animation for Boulder-based **Spyder Active Sports Inc.**'s fall 2009 Web site at www.spyder.com.

TONIC Marketing & Public Relations of Boulder completed a database driven Web site and blog for Werner Paddles, www.wernerpaddles.com. The site targets touring, whitewater, outrigger, stand up, canoe and raft enthusiasts. It features 43 paddles, a paddle Fit Guide, and a video section featuring products, kayaking tips, athlete films and testimonials. The blog, with guest authors, covers paddling news for all disciplines including paddling adventures, events and recommended reading.

Library great place to find 'green' resources

How can your library help you run a greener business? Or start a green business? Or wade through the morass of definitions and red tape that surrounds words like "sustainable," "green" and "organic"?

It's a question we in the Business Reference Department are asking ourselves lately here at Boulder Public Library. We want to be your educational hub for all things "green biz," just like Boulder as a city has become a hub for the world of organic, sustainable, green (insert your favorite synonym here) enterprises.

Part of our effort to achieve this involves just getting out more. Last month business Librarian Eladia Rivera stepped out of the stacks and attended a day of the Naturally Boulder Days conference. She's also attended the LOHAS conference. These events not only give us some networking time with local businesses and the agencies that help business here, but they also clue us in to resources that we might add to our growing collection. Despite the hype, the concept of sustainable businesses is new, and we're all learning.

To that end, we've assembled an online guide that includes local and national information that might come in handy for anyone hoping to color a business green. You can view it right now by going to our Web site at

boulderlibrary.org, clicking on Reference/Databases (on the left) and then, from the "Research Guides by Subject" box, choosing Business & Investing. The "Green Business" tab is the second one on the page on which



LIBRARY BIZ
Terzah Becker

you'll land. (To go directly to it, go to <http://tiny.cc/Khs8L>.)

I've learned a lot about the issues — as well as the opportunities — for green businesses through our site. Some of these opportunities are local. Did you know, for example, that the city of Boulder, Hogan & Hartson and Cleantech Solutions have teamed up to offer a great program for business called 10 for Change? The program challenges participating businesses to reduce their energy consumption and helps them do it, while also offering perks like prizes and bimonthly breakfast meetings.

Other links on our site point to national programs and organizations. Want to get your business a seal of approval that sets it apart as truly socially and environmentally conscious? Consider becoming a "B Corporation," a certification that asserts you meet "comprehensive and transparent social and environmental standards."

DID YOU KNOW, FOR EXAMPLE,

that the city of Boulder, Hogan & Hartson and Cleantech Solutions have teamed up to offer a great program for business called 10 for Change? The program challenges participating businesses to reduce their energy consumption and helps them do it, while also offering perks like prizes and bimonthly breakfast meetings.

How else can we help? The real experts in what green businesses need are those of you out in the trenches doing it. We'd love to hear from you about what resources we might provide for you, be they physical, virtual or personal. E-mail Eladia at riverae@boulderlibrary.org or me at the e-mail address below. Tell us how we can serve you.

Rev up your resume

Fall is just around the corner. At the Boulder Public Library that means we're starting to plan for our November Rev Up Your Resume event, which offers job seekers of all stripes free help with polishing that all-important document, the resume. This year's event is at 10:30 a.m. on Saturday, Nov. 7. We're looking for expert career counselors willing to volunteer for this effort. You'll sit down with several people in 15 to 20

minute chunks over the course of the morning. Contact me at the email address below if you are interested.

Business Research 101

Don't forget to mark your calendars for our next session of Business Research 101, our popular one-hour class that goes over the basics of using your library's resources for your business research. The next class is at 7 p.m. on Thursday, Oct. 8, in the Arapahoe Conference Room on the main library's second floor. If you can't make that one, we're having it again on Nov. 12 and Dec. 10, same time, same place.

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

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ON THE JOB



Peacock

Gossett

Toner

ADVERTISING, COMMUNICATIONS

Denver-based branding firm **dovetail solutions** hired Scott Gossett and Ryan Peacock as managers of client services.

ARCHITECTURE, CONSTRUCTION

Homebuilder **Logan Hill LLC** hired Steve Matous to lead the Boulder-based company's green-building efforts. Matous has 30 years of general management and business development experience.

ENERGY & UTILITIES

Tendril Networks Inc. in Boulder hired Gilbert Shaw as vice president of global development and Scott Durham as vice president of utility solutions. The appointments help Tendril execute the strategic expansion of Tendril's smart grid initiatives in the U.S. and international markets.

HEALTH CARE

Exempla Healthcare added new members to its board of directors. They are John P. (Jack) Box, president and CEO of Frederick Ross Co.; Felix W. Cook Sr., Saul Locker, founder and president of Alexander Benefits Consulting; John V. McDermott, W. Gerald Rainer, distinguished clinical professor of surgery at the University of Colorado Health Sciences Center; David Roll, Gerald V. Zarlengo, medical director for Women's and Children's Services at Exempla Saint Joseph Hospital.

HIGH TECH

Aegis Analytical Corp. in Lafayette hired Mark Isaacs as vice president of sales. Isaacs has 20 years experience in global business development and sales management. Prior to joining Aegis, Isaacs led the sales operations for Conformia, a provider of product and process lifecycle management software to the life sciences industry, which recently was purchased by Oracle

Boulder-based **FreeWave Technologies** hired Kevin Bishop as a business development executive to drive sales in the oil and gas industry. Most recently, he worked for Honeywell Process Automation Group. He also worked for chemical engineering software companies, Sotetica and Aspentech.

Webroot Software Inc. in Boulder appointed Jerry Jalaba as vice president of channel sales. Jalaba will lead Webroot's channel program creating strategic relationships with value-added resellers, service providers, independent software vendors, distributors, systems integrators.

Boulder-based **TerraLUX Inc.**, manufacturer of LED lighting products, hired Erik Milz as vice president of business development. Milz will create strategies and business relationships. Most recently, Milz was responsible for marketing LED manufacturer Philips Lumileds.

Boulder-based **Circadence Corp.** appointed Shahid Nakhoda as vice president of commercial sales. Nakhoda will lead Circadence's efforts

to further its commercial presence in the WAN optimization, cloud computing and virtualization markets. He previously was sales director at Citrix Systems Inc.

FreeWave Technologies in Boulder hired Karl Kunz as its first chief financial officer. FreeWave, founded in 1993, manufactures radios to transmit data and are used primarily by the oil and gas, and utility industries as well as the military. Kunz will direct the company's overall financial operations, including financial planning and analysis, cash management and financial statement preparation.

HOSPITALITY, RECREATION

Broomfield-based **Vail Resorts Inc.** promoted Paul G. Toner to senior vice president and chief operating officer of RockResorts and Vail Resorts Hospitality. Toner will oversee the company's lodging and hospitality division, which includes approximately 3,800 owned and managed hotel and condominium rooms. Toner has 25 years of hospitality experience with luxury resort hotels in the U.S. and Asia. Since 2008, he has been vice president of sales and marketing for RockResorts and Vail Resorts Hospitality. Also, Patricia Campbell replaced Lucy Kay as vice president and chief operating officer at Breckenridge Resort. Campbell previously was senior vice president and COO of Keystone Resort. Breckenridge and Keystone are owned by Vail Resorts. The company is searching for a COO for Keystone.

LAW

Jonathan A. Braun has become a partner in the law firm of **O'Brien & Zender PC** in Boulder. Braun specializes in representing creditors in bankruptcy, commercial lending and workouts, equipment leasing and financing, and civil and commercial litigation.

MANUFACTURING

mix1 Beverage Co. in Boulder hired Matthew Riegner as chief financial officer. Riegner takes over for Bob Pinkerton who was serving as chief executive officer and CFO for the producer of all-natural protein and antioxidant drinks. Pinkerton will remain as CEO.

REAL ESTATE

Josh Hunter has joined **Metro Brokers Inc.** as a real estate agent in the company's office in Longmont. Hunter was previously an agent for Your Castle Real Estate and has more than five years of experience in the real estate industry from buyer/seller representation to landlord/tenant representation as well as property leasing services.

SERVICES

Boulder-based business consultancy **Transformation Advisors** has hired Kate Hickey as events coordinator. Hickey will manage the registration process and the production and shipping of all materials. She also will lead research for a new product line for green business certifications and is in charge of setting up government funding for the certified lean master course with work force centers throughout the United States.

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

**Once in a Lifetime Event
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Holly Petraeus, wife of General David Petraeus, will be the keynote speaker at the Annual BBB Torch Awards for Marketplace Trust

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Grand Hyatt Hotel
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Go to Denver.BBB.org for ticket information



THE EDGE

FOCUS:
BUSINESS PLANS

Secret to business success — a good plan

A legendary study of graduates from Harvard University showed the importance of goal setting and planning. People and organizations with a plan outperformed those without one. The 3 percent of those with a written plan greatly outperformed all the others, who only had a mental plan. Having a written plan is a key factor in effectively pursuing any passionate purpose. You know that, right? So where's your plan?

Strategic plan

Gazelles, companies growing more than 20 percent per year for more than four years, know what is important: A clear strategic plan that is implemented with best business practices.

Use this four-stage pursuit of passionate purpose process to build your plan:

Access progress: Look at your current situation and determine who are we now? **Find your passion:** Clarify core values and competencies – determine what is your passion? Align that passion with a purpose and vision – define where you want to get to?

Pursue purpose: Identify and implement strategic initiatives on how do we get there? Is it iterative and ongoing over time? Go back to access progress phase and revise your plan.

One-page plan: Organize outputs of this process into a one-page strategic plan. Verne Harnish, author of "Mastering the Rockefeller Habits," says, "A vision is a dream with a plan." This communications tool aligns everyone in your company with the passion, purpose and priorities to pursue your vision. It works. The fastest-growing companies have a good plan and a well-developed habit of continually using it to evaluate progress. Keep the plan alive – monitor, assess, revise and continue to pursue.

Business plan

More detailed than the strategic plan, the business plan explains the model for turning an idea into a viable venture. A solid business plan explains company passion, purpose, vision, background and strategic business model to achieve its mission.



GUEST OPINION

Theresa Szczurek

The plan must address:

- Market need and why current competitive alternatives are not satisfying them.
- Company's solution – the product and/or services offered to solve the unmet need with a sustainable competitive advantage.
- Sales and marketing approach to bring the solution to market including pricing, distribution, partnership and promotions strategies.
- Realistic projections of forecasted sales and resulting revenue.
- Proforma financial statements showing how the firm makes money, becomes profitable and makes a full triple-bottom-line impact.
- Management and human resources available to create and execute the plans.
- Explanation of what other resources, financial, human and otherwise, are needed to succeed.

The plan guides the firm's efforts, ensures there is a solid business to be built and helps attract resources. The plan must be professional and comprehensive; otherwise you set the company up for failure.

Critical mistakes

It is not easy to create a good busi-

Worst business plans ever

Usually you do not hear about the plans that fail, but the majority of new businesses fail. Why? The National Business Incubation Association reports that most failures are attributed to three factors: weak management team, insufficient funding and poor strategic plan. The worst plans are:

Never finished. Many organizations and people aspire to write a good plan; few succeed in completing the task. It is harder than you think to pull together all the important elements. The wise leader combines inputs from staff, advisers, investors and customers with a business coach or team lead who focuses to finish the effort.

Never implemented. You can have the best plan in the world, but if it sits on the shelf collecting dust it is destined to fail. Use the plan to

hold people accountable.

Never changed. A plan must continue to evolve. The market is changing and competition is changing in response to the market. It's change or die.'

Known as Nothing But Initials, NBI grew from a fledging Boulder startup founded by Binx Selby in 1973 to be one of the most successful firms in the word processing and office automation industry. By 1982, its sales exceeded \$100 million and the growth continued. However when technology moved from centralized computing to distributed personal computers, NBI's leadership did not revise its strategic plan that allowed its product to evolve in response to changing market conditions. The competition did. NBI ultimately lost its leadership position and much more.

ness plan. Nearly 250 venture capital companies across the U.S. were asked, "What is the worst mistake an entrepreneur can make when completing their company's business plan?" Eight critical mistakes were reported at www.capital-connection.com/survey-worst.html: not clear in explaining the opportunity, unrealistic projections, simplistic assumptions, weak analysis of competition, failure to describe a sustainable competitive advantage, mistakes, errors, and misleading information, overstated management strengths and incompleteness such as insufficient financial data.

Implementing the plan

Establish a strategic plan and then expand to a business plan. Use them

as tools to guide the company and its people. It takes relentless pursuit using a 'divide and conquer' strategy, ongoing assessment of progress, consistent team communications and mid-course corrections.

Combine your vision of what you want with relentless effort to get it. Follow the four-stage process. Get help from the right players. Then pursue your passionate purpose. Real rewards will follow.

Theresa M. Szczurek is the founder of the consulting firm Technology and Management Solutions, www.TMSworld.com, in Boulder and author of "Pursuit of Passionate Purpose." She also writes a business blog, Radish Sprouts, at <http://www.radishsprouts.typepad.com>.

BACK-TAX from 1A

mid-stream, and the back-tax collection wasn't being applied fairly — the city planned to only review projects larger than 20,000 square feet.

In temporarily suspending the program, City Manager Jane Brautigam said she would hire an outside consultant to review the city's tax policies within 60 days.

"This is a challenging economy, and a lot of companies are impacted," Brautigam said in a press release. "While compliance audits are a routine practice in Boulder, we heard concerns about this process and the financial impact of paying the delinquent taxes. As a result, an outside firm will conduct a thorough review of the code and its application to make sure the system is clear and the process is equitable across the industry."

City of Boulder spokesman Patrick von Keyserling said the city has col-

lected about \$11,400 in back taxes through the recent effort. He said the money will be held in a city holding account, pending the review.

Local homebuilder Jeff Hindman, president of Boulder-based Cottonwood Custom Builders Inc., commended the city's latest move, but reserved his final opinion pending the review results.

"The issue isn't resolved until they cancel the policy, not just suspend it," he said.

Hindman said hundreds of local contractors have gathered in the past weeks, forming an organization called the Boulder Building Association to voice disapproval, and possibly file legal action against the city's back-tax collection effort.

Prior to announcing the review, city officials have maintained their right to collect back taxes, even if they

initially accepted the tax estimates.

Boulder Finance Director Bob Eichem said contractors had been paying their construction use taxes based on a city-recommended valuation of 50 percent of the property. This takes into account that half of the project involves materials — which are taxed at 3.41 percent — and half of the project is labor, which is not taxed by the city. Boulder has a table to estimate the tax based on size and building type.

The city then audits a small number of projects to make sure the estimates are lining up with the actual valuations. They normally have, Eichem said. Some may underpay, some may overpay, but it's not by much. The city collects or pays the difference after the audits.

But recently, the city audits began to reveal increasing under collections. No longer were the estimate valuations close — one was off by as much

as 757 percent, and the average was off by 389 percent during the past three years.

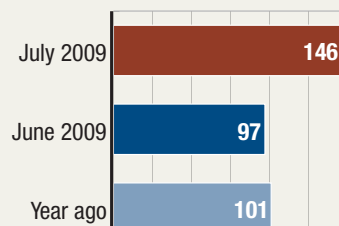
This wasn't because contractors were cheating the system, Eichem said. It was because the city's tax-estimate formula had failed to account for economic changes. Among other things, Eichem believes that soaring commodity and building material costs threw off the estimates. If a contractor used the city's tax-estimate formula, it calculated building materials at 50 percent of total valuation, when in reality the building materials had become a much larger percent of the project valuation.

Eichem said the city updated its tax-estimate system in early 2009 for any future construction. It now requires contractors to submit estimates with more detailed attention on building material costs. The new system may also see further changes after the review.

BOULDER VALLEY

Economic Scoreboard

At a glance: Bankruptcies, Boulder/Broomfield counties



Source: SKLD Information Services LLC

CITY STATS	Population	Population change	City square miles	City sales tax	Latest home median sales price	Previous year home median sales price	Change in home median sales price	Last updated
Boulder	102,569	0.6%	25.5	3.41%	\$535,000	\$551,375	-3.0%	02/09
Broomfield	55,000	6.5%	33.6	4.15%	\$348,490	\$310,500	12.2%	02/09
Erie	17,500	8.2%	17.5	3.5%	\$303,540	\$303,000	0.2%	02/09
Lafayette	25,945	2.2%	9.3	3.5%	\$315,000	\$315,500	-0.2%	02/09
Longmont	87,249	3.9%	22.3	3.275%	\$220,000	\$239,900	-8.3%	02/09
Louisville	19,488	0.5%	7.9	3.375%	\$355,000	\$339,000	4.7%	02/09
Superior	14,000	1%	4.26	3.46%	\$401,000	\$393,000	2.0%	02/09
REAL ESTATE	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder/Broomfield counties existing home sales	413	535	-22.8%	513	-19.5%	2,757	-21.8%	08/09
Boulder County new homes sales	35	42	-16.7%	33	6.1%	202	-23.5%	07/09
Boulder County residential and commercial property sales	\$189,116,400	\$196,986,300	-4.0%	N/A	N/A	\$1,132,380,900	N/A	08/09
Boulder/Broomfield counties foreclosures	159	180	-11.7%	44	261.4%	1153	24.7%	08/09
Boulder County annual home appreciation rate	0.57%	2.04%	-1.47%	2.84%	-2.27%	N/A	N/A	2Q/09
Boulder County residential building permits	46	73	-37.0%	108	-57.4%	340	-27.2%	4Q/08
Boulder County residential building permits value	\$11,772,000	\$21,057,000	-44.1%	\$22,550,307	-47.8%	\$86,650,589	-22.8%	4Q/08
Boulder County commercial building permits	30	25	20.0%	59	-49.2%	112	-9.7%	4Q/08
Boulder County commercial building permits value	\$69,095,000	\$55,171,000	25.2%	\$65,073,000	6.2%	\$304,826,000	70.4%	4Q/08
BOULDER VALLEY VACANCY RATES	Latest	Previous	Change from previous	Year ago	Change from year ago	Total space surveyed (s.f.)	Change in total space surveyed (s.f.)	Last updated
Office	13.3%	13.3%	0%	13.9%	-0.6%	13,349,651	2.5%	2Q/09
Flex	7.9%	10.5%	-2.6%	10%	-2.1%	19,357,760	55.5%	2Q/09
Industrial	7.9%	5.4%	2.5%	2.6%	5.3%	16,972,587	-16.7%	2Q/09
GROSS CONSUMER SALES	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder	\$2,066,562,294	\$1,314,698,581	57.2%	\$2,133,480,610	-3.1%	\$5,753,843,745	2.6%	4Q/08
Broomfield	\$662,071,513	\$552,673,171	19.8%	\$729,448,775	-9.2%	\$2,318,994,252	-6.4%	4Q/08
Erie	\$22,567,256	\$15,809,680	42.7%	\$19,496,029	15.8%	\$68,446,733	7.7%	4Q/08
Lafayette	\$270,154,145	\$168,611,674	60.2%	\$371,495,361	-27.3%	\$855,392,617	-0.9%	4Q/08
Longmont	\$837,193,259	\$602,421,792	39.0%	\$779,628,601	7.4%	\$2,637,418,549	5.5%	4Q/08
Louisville	\$346,118,833	\$202,592,631	70.8%	\$372,319,467	-7.0%	\$943,403,729	-1.2%	4Q/08
Lyons	\$24,278,178	\$20,571,501	18.0%	\$27,429,777	-11.5%	\$88,050,202	-3.8%	4Q/08
Nederland	\$6,586,043	\$9,026,509	-27.0%	\$7,663,137	-14.1%	\$31,039,643	-4.7%	4Q/08
Niwot	\$45,922,765	\$23,122,609	98.6%	\$58,030,912	-20.9%	\$90,612,832	-38.8%	4Q/08
Superior	\$118,500,544	\$98,317,885	20.5%	\$118,491,352	0.0%	\$393,730,396	3.4%	4Q/08
Ward	\$179,322	\$249,687	-28.2%	\$539,441	-66.8%	\$763,623	-72.8%	4Q/08
Unincorporated Boulder County	\$255,612,899	\$241,033,050	6.0%	\$313,651,221	-18.5%	\$962,531,613	9.5%	4Q/08
Total	\$4,655,747,051	\$3,249,128,770	43.3%	\$4,931,674,683	-5.6%	\$14,144,227,934	1.0%	4Q/08
SELECT CONSUMER SALES	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder/Broomfield counties motor vehicle sales	\$139,785,000	\$178,686,000	-21.8%	\$190,515,000	-26.6%	\$677,201,000	-15.8%	4Q/08
Boulder/Broomfield counties restaurant sales	\$152,684,000	\$162,141,000	-5.8%	\$153,343,000	-0.4%	\$634,629,000	3.6%	4Q/08
Boulder/Broomfield counties building material sales	\$81,515,000	\$79,668,000	2.3%	\$84,387,000	-3.4%	\$305,793,000	1.3%	4Q/08
JOBS	Latest	Previous	Change from previous	Year ago	Change from year ago	Unemployment rate	Change in unemployment rate	Last updated
Boulder County	162,310	164,731	-1.5%	170,601	-4.9%	6.6%	0.0%	07/09
Broomfield County	28,330	28,544	-0.7%	29,583	-4.2%	7.6%	0.1%	07/09
Colorado	2,509,187	2,511,405	-0.1%	2,621,081	-4.3%	7.7%	-0.1%	07/09
United States	140,041,000	140,196,000	-0.1%	N/A	N/A	9.4%	-0.1%	07/09
BANKRUPTCIES	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder / Broomfield Counties	146	97	50.5%	101	44.6%	688	26.9%	07/09
VENTURE CAPITAL	Latest	Previous	Change from previous	Year ago	Change from year ago	YTD	Change from YTD	Last updated
Boulder/Broomfield counties	\$190,190,900	\$41,281,800	360.7%	\$93,265,400	103.9%	\$231,472,700	-35.7%	2Q/09
Colorado	\$211,108,900	\$76,906,900	174.5%	\$184,358,400	14.5%	\$288,015,800	-40.3%	2Q/09
United States	\$3,674,427,000	\$3,003,653,800	22.3%	\$7,600,000,000	-51.7%	\$6,678,080,800	-56.6%	2Q/09
LOCALLY BASED BANKS	Total assets	Yearly change in assets	Total deposits	Yearly change in deposits	Total loans	Yearly change in loans	Quarterly income	Last updated
AMG National Trust Bank	\$135,420,000	53.2%	\$117,916,000	63.1%	\$21,792,000	158.6%	\$12,000	2Q/09
FirstBank of Boulder	\$508,566,000	3.9%	\$470,892,000	11.9%	\$208,840,000	22.2%	\$4,730,000	2Q/09
FirstBank of Longmont	\$396,867,000	1.3%	\$366,521,000	8.3%	\$134,594,000	13.9%	\$2,867,000	2Q/09
FirsTier Bank	\$844,410,000	28.7%	\$664,203,000	23.6%	\$727,574,000	16.6%	-\$2,066,000	2Q/09
Flatirons Bank	\$91,360,000	118.1%	\$46,935,000	48.5%	\$41,786,000	17.4%	\$7,000	2Q/09
Mile High Banks	\$1,323,673,000	3.7%	\$1,154,514,000	15.6%	\$1,191,057,000	-3.9%	\$329,000	2Q/09
Summit Bank & Trust	\$91,211,000	56.8%	\$79,991,000	141.2%	\$61,406,000	44.8%	-\$1,601,000	2Q/09
LOCALLY BASED CREDIT UNIONS	Total assets	Yearly change in assets	Total deposits	Yearly change in deposits	Total loans	Yearly change in loans	Quarterly income	Last updated
Ashoka Credit Union	\$2,380,557	3.7%	\$2,104,932	2.7%	\$2,112,410	6.6%	\$9,010	1Q/09
Boulder Municipal Employees Credit Union	\$54,821,756	0.6%	\$50,194,123	1.3%	\$38,709,012	-0.8%	-\$417,820	1Q/09
Boulder Valley Credit Union	\$184,799,296	6.8%	\$166,389,660	7.7%	\$115,616,074	5.3%	-\$506,117	1Q/09
Community Financial Credit Union	\$113,995,477	6%	\$97,590,549	6.4%	\$72,682,678	4.7%	-\$670,036	1Q/09
Elevations Credit Union	\$925,123,040	3.9%	\$855,429,382	5.9%	\$627,829,985	3.7%	\$1,989,626	1Q/09
Premier Members Credit Union	\$315,202,848	4.4%	\$286,080,136	7.3%	\$250,138,313	1.6%	-\$62,918	1Q/09
St. Vrain Valley Credit Union	\$81,369,536	4.7%	\$74,321,270	5.8%	\$59,642,365	-0.3%	-\$55,036	1Q/09

Compiled By David Clucas

BCBRDAILY from 2A

Longmont-based DigitalGlobe is provider of commercial, high-resolution, world-imagery products and services for defense and intelligence, government and commercial clients.

Boulder biotech sells IP

BOULDER – A small Boulder-based biotech company working with RNAi therapeutics has sold some of its intellectual property to a larger Massachusetts firm.

Boulder-based Advirna LLC sold its technology, which can potentially enable in vivo delivery of RNAi therapeutics, to RXi Pharmaceuticals Corp. (Nasdaq: RXII) for an undisclosed amount.

RNAi-based therapeutics are being studied as a way to selectively silence gene transcriptions that lead to genetic diseases.

RXi had previously been licensing the technologies from Advirna. The company is pursuing the development and commercialization of proprietary therapeutics based on RNA interference, known as RNAi.

Advirna was founded in 2006 by Alexey Wolfson and Anastasia Khvorova, who is also RXi's chief scientific officer.

RXi President and Chief Executive Officer Tod Woolf said the acquisition combined with his company's technologies "has shown extremely promising results in preclinical studies."

"This prompted us to acquire direct ownership of the technology instead of merely licensing it. By combining this newly acquired technology into RXi's own portfolio and gaining full control of the patent prosecution, we enhance the potential of obtaining broader claims that would further strengthen RXi's intellectual property position."

Whole Foods buys energy credits

BOULDER – Whole Foods Market Inc. purchased about 776 million kilowatt hours of renewable energy credits through Boulder-based Renewable Choice Energy Inc.

Renewable Choice Energy, a company that brokers renewable energy and carbon offsets throughout the country, helped Austin, Texas-based Whole Foods (Nasdaq: WFMI) obtain the 776,115,000 kilowatt hours from wind farms.

It's the largest purchase of renewable energy credits by a U.S. retailer to date, according to a Whole Foods press release.

The purchase equates to 100 percent of Whole Foods' electricity use in its North American locations, and much of the energy purchased came from Chicago-based E.ON Climate & Renewables North America's Texas wind farm, the press release states.

"Our work with Whole Foods Market and E.ON Climate & Renewables North America is an example of how corporate responsibility initiatives are directly driving clean solutions to today's energy and environmental challenges," Quayle Hodek, Renewable Choice Energy's chief executive officer, said in a statement.

ENERGY & UTILITIES

WSP poised for carbon-emissions reporting

EPA set to require mandatory reports starting in 2010

BY JEFF THOMAS
news@bcbr.com

BOULDER – One of Boulder's international companies was sold last year, but the environmental services it provides local businesses and governments are still around.

And that may be some comfort to larger organizations when carbon-emission reporting soon will be mandated by the federal government.

"Starting in January 2010, the EPA (Environmental Protection Agency) is going to institute a mandatory reporting rule under which something like 10,000 individual facilities must report their greenhouse gas emissions on an annual basis," said Evan Evans, now the vice president for sustainability and energy at WSP Environment & Energy in Boulder.

It's a potential first step here for reducing carbon emissions nationally, something that had been long expected at one of those once-in-a-lifetime skill sets that came together in Boulder as Eenergy International PLC, which was actually listed in the United Kingdom.

Last October, Eenergy was sold to GDF-Suez, by some measures the world's largest energy supplier, for about \$80 million. The Boulder company was founded as a consultancy in 1994 by some key players in carbon tracking and trading, including Rick Adcock, who served as the climate change adviser to Sen. Al Gore prior to Gore's election as vice president, and JP Moscarella, an executive at the World Bank.

"It was fun. Eenergy was a very unique beast — we never did run into another company that had all those kind of pieces," said Evans, who joined Eenergy as a principal officer in 1998. A sustainable energy engineer, Evans led Eenergy's global consulting practice, while some of his colleagues were busy elsewhere, for instance performing carbon-trading transactions and building renewable energy projects.

At its height, Eenergy had about 80 employees, with corporate headquarters and 30 employees in Boulder. The company's initial public offering in London raised more than \$100 million, much of which was subsequently spent in Latin America on renewable energy projects that generate clean development mechanisms — carbon-offset credits that can be traded, for instance in the European Union or the developing U.S. markets where carbon cap-and-trade regulations are being developed in the Northeast and



MICHAEL MYERS

Evan Evans, vice president for sustainability and energy at WSP Environment & Energy in Boulder, helps clients manage their carbon emissions by creating strategy and plans to reduce their carbon footprint.

West Coast.

That diversified portfolio of renewable energy projects, which included smaller hydroelectric projects and some conversion of sugar cane waste to energy, attracted the attention of GDF-Suez, according to Evans. The company also had interest in the policy and carbon-trading expertise of the company, but less interest in the step-by-step engineering and analysis that Evans' group facilitated for both the company projects and outside clients that have included Sun Microsystems Inc., Ball Aerospace Corp., Roche Colorado and the city of Boulder and Boulder County.

"I found that the corporate culture gap was just too much and asked them (GDF-Suez) to spin my group off to someone else, and that turned out to be WSP," Evans said. That company is also an international interest in building, engineering and environmental science.

The WSP group headquartered in London has more than 10,000 employees, and the U.S. division has about 1,100 with approximately 150 working in the environment

and energy group. From Eenergy there remains five employees now employed by WSP in Boulder, with a couple more in Pennsylvania where they were working a coal mine methane project.

Work has slowed across the industry in the recession, but the WSP office has remained busy in large real-estate projects, including 'Prospect New Town in Longmont, the Belmar project in Lakewood and Horizon Uptown east of Aurora. While solar energy has been a mainstay of many of such projects, the projects all begin with an overall analysis of the carbon footprint of the project and consideration of a multitude of possible renewable energy sources.

"We provide comprehensive carbon-emission management, with specific strategy and plans so that the client can navigate from their current footprint to a smaller carbon footprint," Evans said. "The next step in the carbon-management process is identifying cost-effective ways of shrinking the carbon footprint, typically via investment in energy efficiency and/or renewable energy projects,

“There is a strong emphasis in the marketplace (to combat climate change) that is pushing companies to quantify and reduce their greenhouse emissions. Most companies have this on their radar.”

Evan Evans

VICE PRESIDENT FOR SUSTAINABILITY

AND ENERGY,

WSP ENVIRONMENT & ENERGY IN BOULDER

and/or purchase of carbon offsets or renewable energy certificates.”

"We help the client to implement the plan by designing policies and programs and financing mechanisms by which the target can be achieved," he continued. "We also directly support emissions mitigation projects, including assisting with the validation, verification and certification of carbon credits so they can be sold in a carbon-trading transaction."

As Congress struggles with health-insurance policy, a proposed cap-and-trade energy bill isn't likely to be seen this year, Evans noted. However, he said that there are a number of large U.S. carbon-offset projects that are waiting for capital markets to recover and there is significant activity in voluntary carbon markets, as well.

Most industry experts are looking to 2011 when carbon trading may become a reality for our country, Evans said, and most don't expect the wide fluctuation in pricing for carbon offset that hit the European Union market since cap-and-trade regulations went into effect in 2006. In Europe, markets peak at almost \$50 per ton, and at times have seen lows of almost \$15 per ton.

Carbon offsets have been much lower in voluntary U.S. markets, of course, but that hasn't stopped a number of businesses from pushing ahead on carbon planning, Evans said. Often that's a result of corporate culture or public relations pressure, but it still adds up to good planning, he said.

"There is a strong emphasis in the marketplace (to combat climate change) that is pushing companies to quantify and reduce their greenhouse emissions," Evans noted. "Most companies have this on their radar."



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DAVID CLUCAS

Boulder-based Avery Brewing Co. was one of 12 local breweries presenting at the 2009 Great American Beer Festival in Denver. It picked up two awards this year.

Boulder Valley breweries take home 11 awards

DENVER — I had to work on a Saturday afternoon this past weekend. But don't feel too bad for me, it mostly involved tasting some of the nation's best beers at the 2009 Great American Beer Festival.

The Brewers Association in Boulder puts on the annual event, which this year drew more than 49,000 ticket holders, brewers and volunteers to the Colorado Convention Center in Denver from Sept. 24 - 26. It was a record-high attendance, topping 46,000 people last year -- further illustrating that in the down economy, beer still flows.

Twelve Boulder Valley-based breweries served beer at the event, among a total of 457 breweries serving 2,100 beers from across the nation. A larger total amount of 495 breweries entered 3,308 beers in 78 competition categories.

This year's local winners included:

- Avery Brewing Co., Boulder - Gold for The Kaiser in the German Style Doppelbock or Eisbock category. Bronze for Brabant in the Experimental Beer category.

- Colorado Brewing Co./Drafthouse, Boulder - Silver for 44 Pale Ale in the American Style Pale Ale category.

- Gordon Biersch Brewery Restaurant Group, Broomfield - Silver for Gordon Biersch Czech Pilsner in the Bohemian Style Pilsener category. Silver for Gordon Biersch Dunkles in the European Style Dunkel category. Bronze for Gordon Biersch Alt Bier in the German Style Altbier category. Bronze for Gordon Biersch Golden Export in the Munich Style Helles category.

- Left Hand Brewing Co., Longmont - Gold for Smokejumper in the Smoked Beer category.

- Mountain Sun Pub and Brewery, Boulder - Bronze for Temperance in the American-Belgo-Style Ale category.

- Upslope Brewing Co., Boulder - Bronze for Upslope Dunkel Weisen in the German-Style Wheat Ale category. Bronze for Time of the Season

in the pro-am competition.

A full list of winners can be downloaded at: <http://www.greatamericanbeerfestival.com/medals/medalists.aspx>

With 2,100 beers on tap and four hours to roam the booths on a Saturday afternoon, it was impossible for me to replicate what a combined 132 judges from eight countries did for the event. But here are a few of my favorites:

- Dogfish Head's Chateau Jiahu — the only beer on my list that went on to win a GABF gold award in the specialty beer category this year. Dogfish had the most unique offerings and some of the longest lines for its brews based on ancient beer recipes. Its Chateau Jiahu was based on archeological findings in Northern China of a fermented beverage of rice, honey and fruit.

- Cambridge Brewing Co.'s Benevolence — there were many strong beers at the event trying to mix myriad flavors for a big bang of taste. Many were too overpowering, but Benevolence, although indeed powerful, pulled it off nicely. The brewers started with eight different malts and organic black raisins, followed by dates, sour cherries, honey mixed it at barrel fermentation, and blended with a strong ale to finish.

- Horseheads Brewing's Pumpkin Ale — I'm not a huge fan of pumpkin anything, but this beer was good, affirmed by my date to the event, who is a pumpkin-beer connoisseur.

- Goose Island Beer Co.'s Bourbon County Brand Stout — another beer with a lot of flavors mixed, but drinkable if you know you're in for a strong beer. Stouts are usually smooth and sometimes can be bland, but this one comes with a good kick.

- Durango Brewing Co.'s Derail Ale — this strong ale won GABF gold in 2007 and 2008, mixing its hop and aromas nicely. Just a good all-around drinkable beer, even though it's a bit higher on the alcohol at 8.5 percent.

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

business report
LIST

MICROBREWERIES & BREWPUBS

(Microbreweries & brewpubs in Boulder & Broomfield counties ranked by number of barrels brewed.)

RANK	PREV. RANK	Company Address Phone/Fax	No. of barrels brewed 2008	No. of barrels brewed 2007	No. of employees in Boulder & Broomfield counties	Brand name of beers	Do you accept checks? Credit cards accepted:	Ambiance and/or drink specials	Days and hours open:	Owner's name Web site Year founded
1	1	BOULDER BEER CO. BREWERY & PUB 2880 Wilderness Place Boulder, CO 80301-2258 303-444-8448/303-444-4796	26,700	26,000	44	Singletrack Copper Ale, Hazed & Infused, Buffalo Gold, MoJo IPA, Cold Hop, Planet Porter, Sundance Amber, Pass Time Pale Ale, Sweaty Betty, Never Summer, Brewers Dozen, Obo void	Yes Visa, MasterCard, American Express	Daily brewery tours Mon. - Fri. at 2 p.m. Happy hour, 3 - 7 p.m., pub fare, patio and live music every Thurs. during summer. Kegs and cases to go.	Mon. - Fri., 11 a.m. - 9 p.m.	Jeff Brown www.boulderbeer.com 1979
2	4	OSKAR BLUES GRILL & BREW 303 Main St. Lyons, CO 80540 303-823-6685/303-823-3033	17,000	12,500	95	Dale's Pale Ale, Old Chub Scottish Ale, GORDON Imperial IPA, LEROY Session Beer, Ten Fidy Stout, Blue Moon Ale, Vitch Creek Ale	No Visa, MasterCard, Discover, American Express, Diners Club	The funkier Cajun blues and brewpub this side of the Big Muddy. Handcrafted beer and food.	11 a.m. - 2 a.m. daily	Dale Katechis www.oskarblues.com 1997
3	2	LEFT HAND BREWING CO. 1265 Boston Ave. Longmont, CO 80501 303-772-0258/303-772-9572	16,670	14,783	29	Polestar Pilsner, Haystack Wheat, Jujui Ginger, Imperial Stout, Warrior IPA, Sawtooth Ale, Blackjack Porter, Milk Stout, Jackman's American Pale Ale, Deep Cover Brown Ale and many seasonals	Yes MasterCard, Visa, Discover	Warm, inviting neighborhood pub for great beer and conversation just south of old town Longmont.	Mon - Thurs 3 - 8 p.m., Fri - Sat 12 - 9 p.m., Sun 12 - 8 p.m. with live music	Eric Wallace www.lefthandbrewing.com 1993
4	3	AVERY BREWING CO. 5763 Arapahoe Ave. Boulder, CO 80303-1350 303-440-4324/303-786-8790	15,860	13,000	22	20 different, year-round and seasonal beers, plus special oak aged beers only available in our tasting room.	No Visa, MasterCard, American Express, Discover	10 beers on tap in our tasting room.	Tues.-Fri. 2-8pm. Sat. noon-8pm. Sun. noon-6pm.	Larry Avery and Adam Avery www.averybrewing.com 1993
5	5	TWISTED PINE BREWING CO. 3201 Walnut St., Suite A Boulder, CO 80301-2112 303-786-9270/303-546-6871	3,600	3,000	N/A	Twisted Amber, Red Mountain Ale, Raspberry Wheat, Twisted Blonde, Hoppy Boy IPA, Northstar Imperial Porter, Big Shot Espresso Stout, Billy's Chilies.	Yes Visa, MasterCard	Family friendly Ale House with 16 taps of standard and specialty ales. Happy hour from 3 - 5 p.m. M-F	Mon. - Thurs., 3 to 9p.m.; Fri 12-9pm, Sat & Sun 12-6pm	Robert Baile www.twistedpinebrewing.com 1995
6	6	SOUTHERN SUN PUB & BREWERY 627 S. Broadway Boulder, CO 80305 303-543-0886/303-543-0883	1,863	1,750	N/A	Quinn's Golden Ale, FYIPA, Illusion Dweller IPA, Annapurna Amber, Colorado Kind Ale, Triple-X, Java Porter.	Yes Cash and checks only	Healthy food, large selection of award-winning ales. Open for lunch and dinner Fri. - Sun. from 11:30 - 1 a.m.	Daily, 4 p.m. to 1 a.m.	Kevin Daly www.mountainsunpub.com 2002
7	7	MOUNTAIN SUN PUB & BREWERY 1535 Pearl St. Boulder, CO 80302-5408 303-546-0886/	1,356	1,350	N/A	Colorado Kind Ale, Quinn's Golden Ale, Java Porter, Illusion Dweller IPA, Annapurna Amber, FYIPA, Triple-X, Blackberry wheat.	Yes None	Healthy food, large selection of award-winning ales. Open for lunch and dinner Mon. - Sat. from 11:30 a.m., Sun. from 12 p.m.	Mon. - Sat., 11:30 to 1 a.m.; Sun., noon to 1 a.m.	Kevin Daly www.mountainsunpub.com 1993
8	NR	UPSLOPE BREWING CO. 1501 Lee Hill Road, No. 20 Boulder, CO 80304 303-960-8494/	1,300	N/A	9	Upslope Pale Ale, Upslope Dunkelweizen, Belgian Dubbel, American Brown Ale, Upslope Time of the Season.	Yes Visa, MasterCard, Discover	Speak to brewers and watch beer brewed in small, intimate tap room. Party once a month releasing new recipes.	Tasting, tours and pints, Wed. to Sat., 4 to 8 p.m.	Henry Wood and Matt Cutter www.upslopebrewing.com 2008
9	8	WALNUT BREWERY 1123 Walnut St. Boulder, CO 80302-5116 303-447-1345/303-447-0067	1,200	1,100	70	Old Elk Brown Ale, Big Horn Bitter, St. James Irish Red, Indian Peaks Pale Ale, Devils Thumb Stout, Buffalo Gold, Nitro, Old Sweat Dog	Yes Visa, MasterCard, Discover, Diners Club, American Express	Groups and parties welcome. Happy hour 4 - 6 p.m. Mon. - Fri. \$2.95 pints and well drinks.	Mon. - Sun. 11a.m. - 12 a.m. last call	Rock Bottom Restaurants www.rockbottomrestaurantsinc.com 1990
10	9	GORDON BIERSCHE BREWERY RESTAURANT 1 W. Flatiron Circle, Suite 428 Broomfield, CO 80021 720-887-2991/720-887-6937	1,100	1,050	50	Export Czech Lager, Hefeweizen, Schwarzbier, Marzen.	No Visa, MasterCard, Discover, American Express	German lagers, outdoor seating, banquet room. Happy hour Mon. - Fri. 4 - 6:30 p.m. \$1 off all beer.	Mon. - Sat., 11a.m. to midnight; Sun., 11 a.m. to 10 p.m.	Gordon Biersch Brewery Restaurants www.gordonbiersch.com 1988
11	12	COLORADO BREWING CO. 2027 13th St. Boulder, CO 80302 303-440-5858/303-443-7895	750	365	25	Angry Monk, Rileys Red, Old School ESB, Space Stout, Tree Hugger Organic IPA	Yes Visa, MasterCard, Discover, American Express	Happy Hour daily 4-6 p.m. Large groups welcome. Brewing Boulder's only organic beer.	Mon - Sun, 4 p.m.- 2 a.m.	Mitch Arden and Jim Howser www.boulderdrafthouse.com 1996
12	10	BJ'S PIZZA GRILL & BREWERY 1125 Pearl St. Boulder, CO 80302-5103 303-402-9294/303-413-1394	700	600	65	Brewhouse Blonde, Jeremiah Red, Piranha Pale Ale, Harvest Hefeweizen, P.M. Porter, Tatonka Stout, Nutty Brunette	No Visa, MasterCard, Discover, Diners Club, American Express	Pizza grill and brewery, outdoor patio. Happy hour 4 - 6 p.m. and 9 p.m. - close, Mon. - Thurs.	Sun. - Thurs. 11 a.m. to 11 p.m., Fri., Sat. 11 a.m. - 12 a.m.	BJ's Restaurant & Brewery www.bjsbrewing.com 1976
13	11	REDSTONE MEADERY 4700 Pearl St., Suite 2A Boulder, CO 80301 720-406-1215/303-245-7001	450	400	4	Black Raspberry Nectar, Mountain Honey Wines, Redstone Reserves	No MasterCard, Visa, Discover	Free tours and tasting room.	Mon. - Fri., noon to 6:30 (tours @ 1 and 3); Sat., noon to 5 (tour @ 12:30); closed Sundays..	David Myers www.redstonemeadery.com 1999
14	13	WILD MOUNTAIN SMOKEHOUSE & BREWERY 70 East. First St. Nederland, CO 80466 303-258-9453/	387	300	25	Otis Pale Ale, Hop Diggity IPA, Redemption Oatmeal Stout	No Visa, MasterCard, American Express, Discover	Happy Hours, Mon - Fri, 4 to 6 p.m., food and drink specials, live music.	Sun - Thurs 11 a.m. - 10 p.m.	Cori Boogaard and Tom Boogaard www.wildmountainsb.com 2007
15	14	CONOR O'NEILL'S 1922 13th St. Boulder, CO 80302-5205 303-449-1922/303-449-1927	N/A	N/A	33	Five microbrews available.	No MasterCard, Visa, Diners Club, Discover, American Express.	Irish fare and 13 imported stouts and ales on draft. Daily happy hour, 2 - 7 p.m. every day and all day Monday.	Mon. - Fri., 11:30 a.m. - 2 a.m., Sat. and Sun., 11 a.m. - 2 a.m.	Tom Murray and Colm O'Neill www.conoroneills.com 1999

N/A: Not available.

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

① Projected number for 2009.

② Conversion of mead from liters to barrels.

SOURCE: BUSINESS REPORT SURVEY RESEARCHED BY Beth Edwards

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PAST PRESENT AND FUTURE
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JONATHAN CASTNER

Jim Linfield will receive an Esprit Entrepreneur Lifetime Achievement Award on Oct. 8 from the Boulder Chamber.

A lifetime of achievements

Linfield honored for contributions to entrepreneurial community

BY DOUG STORUM

dstorum@bcbr.com

BROOMFIELD — Jim Linfield has helped more than his share of entrepreneurs realize their dreams.

The Harvard-schooled lawyer has deep experience advising startups, venture-backed companies, public entities and investors across a wide variety of industries, including biotechnology, medical devices, information technologies, clean technologies, and natural and organic products.

The Boulder Chamber will honor Linfield with an Esprit Entrepreneur Lifetime Achievement Award during a dinner Oct. 8 that celebrates the chamber's 25th anniversary of acknowledging the entrepreneurs who have helped put the Boulder Valley on the nation's entrepreneurial map.

"We are thrilled to be honoring him with this prestigious award," said Molly Nasky, chairwoman of the Esprit Entrepreneur Awards Committee and chief financial officer at Vista Ventures in Boulder. "There was really no question that in this the 25th year of Esprit, Jim

was the obvious choice. His contribution to the entrepreneurial community is insurmountable."

Linfield, 54, is a partner in Cooley Godward Kronish's business department and partner-in-charge of the firm's Colorado office in Broomfield, which he founded in 1993 and has grown to be the largest law firm in the Boulder Valley based on number of attorneys, according to records kept by the Boulder County Business Report.

"I'm very proud of building this office from about four lawyers to 35 in a relatively short period of time," he said. His practice focuses mainly on the entrepreneurial community in the areas of corporate finance, mergers and acquisitions and strategic alliances. "I've had the good fortune to be able to surround myself with good people."

Prior to joining Cooley, Linfield worked in the biotechnology industry for two and a half years as chief financial officer and general counsel of Somatogen Inc. As Somatogen's CFO, he helped lead the company's initial public offering in 1991, helping set the stage for future successes.

A significant accomplishment

came in 2006 when drug development company Myogen Inc. in Westminster was acquired by California-based Gilead Sciences Inc. for \$2.5 billion. Linfield had earlier helped guide Myogen through an initial public offering, and he was a key player in Myogen being acquired by Gilead.

He also guided Louisville-based Picolight Inc., a designer and manufacturer of optical pluggable transceivers, to its 2007 acquisition by California-based JDSU for approximately \$115 million in JDSU stock with the chance for an additional \$10 million subject to hitting revenue targets.

"It's also been rewarding seeing people who I've worked with at some companies start new companies," he said.

Linfield helped found and is a current executive committee member of the Colorado Cleantech Industry Association, and is a board member for a variety of entrepreneurial oriented organizations.

Linfield, who graduated from Fairview High School in Boulder, received his doctorate and bachelor's degrees magna cum laude from Harvard Law School.

Esprit celebrates 25 years

Week of events shines light on entrepreneurship

BY DOUG STORUM

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BOULDER — Esprit Entrepreneur, the Boulder Chamber's signature event, is celebrating 25 years of recognizing the success and vitality of the area's innovative business community and its leaders.

The event has grown to include a series of events, including the CU Innovation Alliance Breakfast that highlights emerging technologies; a breakfast/lunch seminar series that offers small sessions with local entrepreneurs; onsite tours of Boulder County's intriguing industries; and the annual awards dinner.

Businesspeople reach icon status locally when the chamber selects them for an award. (See list of past winners on page 18A.) The 2009 Esprit Entrepreneur event will take a look back during its annual awards dinner at the all-time great entrepreneurs who have made their marks on the entrepreneurial scene.

"We're taking a look at entrepreneurs of the past, present and future," said event organizer Alice Swanson. "We'll present them in a combination of video and live action on stage. The past and future will be addressed in the video, and the present will be covered on stage." People Productions is producing the video and helping stage the live action.

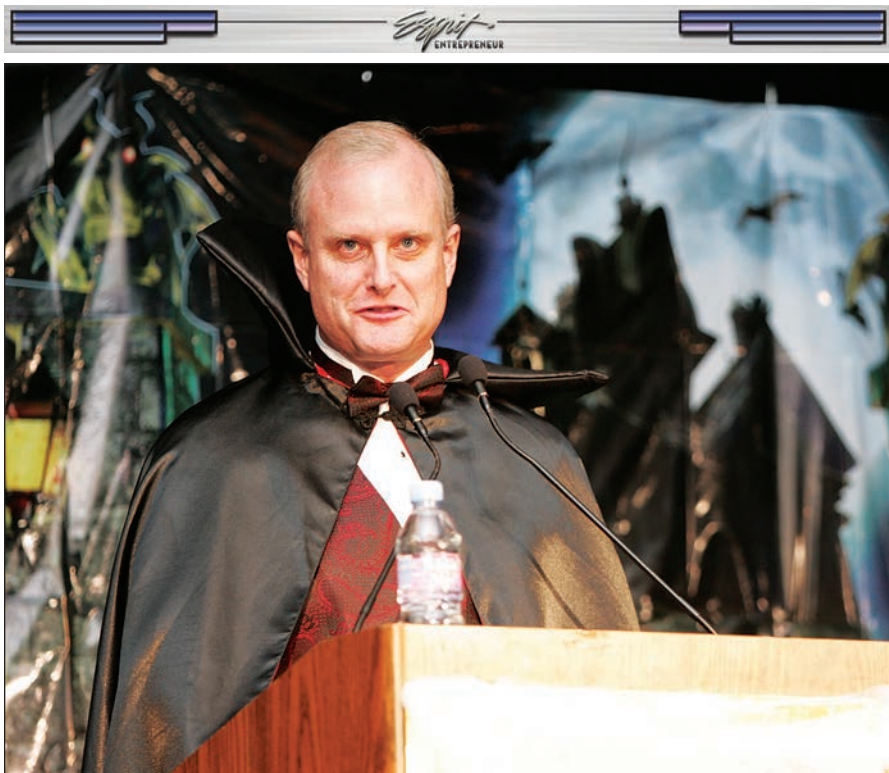
Esprit Entrepreneur events include:

CU Technology alliance breakfast: 8 to 10 a.m., Tuesday, Oct. 6, Millennium Harvest House Boulder. \$30 per person. It will highlight technologies emerging at the University of Colorado at all stages — in the lab, new startup companies and successful businesses. "It is a great opportunity to meet the players in CU's technology community and see upcoming technology and entrepreneurs", said Mark Weakley of Holme Roberts and Owen, sponsor of the breakfast.

Presenting companies will include:

Xalud Therapeutics is developing novel therapies pioneered at CU-Boulder for the treatment of neuropathic pain and other diseases of

► See **Celebrates, 17A**



DAVID CLUCAS

Mark Weakley of Holme, Roberts & Owen, emceed the Halloween-themed 2007 Esprit Entrepreneur awards dinner. This year, Esprit is celebrating its 25th year of honoring the Boulder Valley's entrepreneurial community.

CELEBRATES from 16A

the central nervous system. Xalud's lead product candidate is a nonopioid-based therapy that may eliminate neuropathic pain.

TechoShark's hoozat application, developed in the CU-Boulder computer science department, is a social and business networking program for mobile-device users. It provides real-time, location-based social networking and business and marketing intelligence by leveraging existing third-party social networks and tools with a wide variety of functionalities.

Tusaar is developing a technology that creates more efficient and cost-effective methods of purifying metal-laden acidic water. The Tusaar technology displaces conventional recipitation technology that causes the formation of toxic sludge and uses readily available raw material from industrial suppliers.

Quest Product Development's MicroFlex technology, developed jointly at CU-Boulder and UC Denver, is an innovative, ultra-slim, ultra-flexible endoscope that will provide physicians with tools for minimally invasive surgery in currently inaccessible areas. MicroFlex provides digital control over the shape of a flexible endoscope, involving advanced metal alloys and a digital control system.

Mentor InterActive, founded in 2004 by faculty members of the CU-Boulder Center for Computational Language and Education Research, known at that time as the Center for Spoken Language Research, develops new products for the children's education software and learning technologies market. The company is targeting the more than 30 million children in the fast-growing education products and services market with its My Virtual Tutor product line of engaging children to read.

Free onsite tours: The tours provide people a chance to get inside two of Boulder's businesses and see how

they operate. Space is limited.

People Productions: 2 to 4 p.m., Tuesday, Oct. 6, 1737 15th St. Boulder.

Sterling Rice Group: 2 to 4 p.m., Tuesday, Oct. 6, 1801 13th St., Suite 400, Boulder.

Breakfast/lunch series: This series of breakfast and lunches allows you a rare opportunity to share a meal with a true mover-and-shaker.

Monday breakfast, technology focus. 8 to 9:30 a.m., Monday, Oct. 5, A Spice of Life Catering and Events Center, 5706 Arapahoe Ave., Boulder. \$20 per person.

Panel scheduled to attend includes Jesse Aweida, Aweida Venture Partners, co-founder of Storage Technology Corp.; John Hillyard, senior technology finance and operations executive; and Tim Enwall, president and chief operating officer of Tendril Inc.

Tuesday lunch, natural products focus. Noon to 1:30 p.m., Tuesday, Oct. 6, Dolan's Restaurant; 2319 Arapahoe Ave., Boulder. \$30 per person

Panel scheduled to attend includes Mo Siegel, Capital Peaks Investment and co-founder of Celestial Seasonings; Libby Cook, co-founder of Wild Oaks Market; John Maggio, chief executive of Clementine Art Inc.

Wednesday lunch, focus is "uniquely Boulder." Noon to 1:30 p.m., Wednesday, Oct. 7, Carelli's of Chicago, 645 30th St., Boulder. \$30 per person.

Panel scheduled to attend includes Steve Bosley, CU regent and founder of Bolder Boulder 10K Race; Mark Simpson, Hardtail Brewery; Brook Eddy, founder of Bhakti Chai.

Annual awards dinner: Esprit Entrepreneur week culminates with annual awards dinner. Cocktails at 6 p.m., dinner at 7 p.m., Thursday, Oct. 8, University Memorial Center, University of Colorado Boulder campus. \$100 per person, \$900 for table of 10.

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PS Form 3526-R, September 2007 (Page 2 of 3)					

Esprit Entrepreneur past awards

Past winners of the Boulder Chamber's annual Esprit Entrepreneur awards.

2008

Steve Demos, NextFoods Inc., White-Wave Foods Co.
Johnny Halberstadt, Mark Plaatjes, Boulder Running Co.
Joshuan Onysko, Pagea Organics
Rajat Bhargava, StillSecure
Krista Marks, Jonathan Ballagh, Tom Fischhaber, Brent Milne, Kerpoof
Mike Platt, Gooley Godward Kronish

2007

Ryan Martens and Tim Miller, Rally Software Development Corp.
Bill Perry, SoftBridge Advisors
Kim and Demetri Coupaounas, GoLite LLC
Rick Malone, Kiosk Information Systems Inc.
Dick Doore and Eric Wallace, Left Hand Brewing Co.
Brad Feld, Foundry Group and Mobius Venture Capital

2006

Joe Esch and Brad Schell, @Last Software
Catharine Merigold, Vista Ventures
Ken Collins and Nebojsa Janjic, Replidyne Inc.
Bill Chambers and John Spiers, LeftHand Networks
Barry Perzow, Pharmaca Integrative Pharmacies

2005

Dave Cook, Chrisman, Bynum & Johnson, Faegre & Benson
Rami Merheb, Corporate Plus
Mary Beth and Ron Laughery, Micro Analysis & Design Inc.
Tre Cates, Silicon Mountain Memory
Scott Martin, Ellora Energy Inc.
Mike Bearup, KPMG

2004

Gary Neptune, Neptune Mountaineering
Marvin H. Caruthers, Tom Cech, Larry Gold, CU Life Sciences
Jesse Aweida, Zoltan Herger, Tom Kavanagh, Juan Rodgriquez, Storage Technology Corp.
R.C. "Merc" Mecure, Ball Aerospace and Technologies Corp.
Barney Feinblum, John Hay, Mo Siegel, Celestial Seasonings
Frank Day, Rock Bottom Restaurants Inc.
Bob Greenlee, Centennial Investment & Management Co.
Margaret Hansson, Gerry Baby Products, EARTH Technologies
Bruce Holland, SpectraLink Corp.

2003

Marvin H. Caruthers, CU Life Sciences
Walter Scott, DigitalGlobe
Jim Tanner, Catherine Allegra, Wall Street on Demand
Doris Houglund, Peppercorn
Milton Huffaker, Coherent Technologies Inc.

2002

Bob Greenlee, Radio station KCBO

and Black Hawk Gaming and Development Co.
Aaron Kennedy, Noodles & Company
Todd Vernon, Paul Berberian, Jim Lejeal, Raindance Communications Inc.
Lew Frauenfelder, Benchmark Storage Innovations Inc.
Cindy Carrillo, Work Options Group

2001

Jerry Donahue, Boulder Technology Incubator
Jonathan Sawyer, Steve Wolchin, Free-Wave Technologies
Jim Andrews, Susan McMynn, Scott Andrews, Picosecond Pulse Labs
Tom Benjamin, Charles Anderson, John Britton, Rich Zwiebel, Peak Audio
Yubong Hahn, Rocky Mountain Instrument
Jirar, Vahe, Alex & Kaloust Christianian, Mike's Camera

2000

Denis Nock, CU's Deming Center for Entrepreneurship
Jared Polis, Bluemountain.com
David Bolduc, Boulder Bookstore
Tom Higley, Niel Robertson, Service Metrics
Terry Gold and Jim Fudge, Gold Systems
Steve Flannery, Steve Schaefer, Cindy Lindsay, Sitera

1999

Tom Washing, Sequel Venture Partners
Brad Feld, Andrew Currie, Brian Makare, MessageMedia
Richard Sterling, Michael Rice, Sterling Rice
Karen Bernardi, Century 21
Mark Stevenson, EM Solutions
K. David Carson, Janet Fogg, Eduardo Illanes, Paul Trementozzi, Robert West, OZ Architecture

1998

Mark Retzliff, Paul Repetto, Marc Peperzak, Barney Feinblum, Horizon Organic Dairy
Bob Gill, Mobile Force Technologies
Robert Beauprez, Heritage Bank
Pete Estler, MatchLogic
Roger Koenig, Nancy Pierce, Carrier Access
Scott Tibbitts, Daryl Maus, Starsys Research

1997

David Stern, Research Systems
R.C. "Merc" Mecure, Steve Boas, Bob Coleman, Design Fabricators
Sherri Leopard, Leopard Communications
Misha Plam, Severs Instruments
Tami Simon, Sounds True

1996

Tim Standcliffe, Kgraphics
Meg Hansson, AquaLogic
Bernard Gateau, International Language
Kay Von Metzger, Colorado Home Care
Jim Talaric, Jim Barber, Fusion Specialities
Matt McConnell, Compatible Systems

1995

Jirka Rysavy, Corporate Express

John Hill, Carl Carman, Hill, Carman Ventures
Jeffrey Cohn, Allegro Coffee Co.
Mark Crossen, Amrion
John Ramsey, Access Graphics
Mary Ellen, Thom Vernon, Fresh Produce Sportswear
Phillip Wiland, Concepts Direct

1994

Bill Reynolds, The WW Reynolds Companies
Tom Brock, Brock and Company
Henry Beer, Richard Foy, Janet Martine, Communication Arts
Ed Johnson, Hi-Tech Manufacturing
Gina Day, Diane Greenlee, Rockies Co.
George Heinrichs, SCC Communications
Steve Demos, White Wave Inc.

1993

Dean Stull & Randy Daughenbaugh, Hauser Chemical Research
Bob Charles, McDonalds Restaurants
Kathey Pear, Pear Commercial Interiors
Danny Souders, Western Disposal
Charles Demarest, Kryptonics Inc.
Rick Patch, Micro Decisionware
Dr. Robert Knollenberg, Particle Measuring Systems

1992

Tom Ward, Data Storage Marketing
Bill Coleman, Colorado Venture Management
Frank Day, Concept Restaurants
Susan Routt, Fibrotek Industries
Ahmad Akrami, Technistar Corporation
Libby Cook, Mike Gilliland, Wild Oats Markets
Charles Scoggin, Somatogen

1991

Douglas B. MacGregor, Solbourne Computer Inc.
Jordan Baine, Quarterdeck Systems
David Jacobs, Spyder Active Sports
Richard W. Barrett, Leasetec Corporation
David Hunter, BI Inc.
Marcia Greiner, Our Kids

1990

Jimmy Calano, Jeff Salzman, Career Track
Edward P. Trumble, Leanin Tree Publishing
David K. Hight, McGuckin Hardware
Donald J. Sherwood, Sherwood Enterprises
Thomas and Caroline Hoyt, McStain Enterprises
James M. Tremble, Case Logic
James C. Campbell, Lifecare

1989

Juan Rodriguez, Exabyte
Harold Short, Flatiron Companies
Carol Grever Gray, Jim Gray, Express Services
Larry Soll, Synergen
Mark Retzliff, S.M. Hassan, Alfalfa's
Ken Pratt, Pratt Partnership
Mary Price, Engineered Data Products

1988

Bruce Holland, Cadnetix

Jack McDonnell, McData Corp.
Ryal Poppa, STC
Stu Patterson, Mesa Archival Systems
Randall Daughenbaugh and Dean Stull, Hauser Chemical
Jeff Cohn, Allegro Coffee
Joe Tallman, Consumer Health Services Inc.
Jim Edwards, TelWatch
Jim Starzl, BioStar Medical Products Inc.
Douglas MacGregor, Solbourne Inc.
W. Bayne Gibson, Staodynamics Inc.
Mike Evans, CODAR Technology Inc.
John O'Neil, TelWatch
David Hunter, BI
Dean Leffingwell, RELA Inc.
John Popkin and David Bruce, Advance Forming Technology
Robert Louthan, Unisyn Corp.

1987

Binx Selby, Binx Creative Group
Michael Hickey, Soricon
Michael Exner, Skylink
Larry Soll, Synergen
James Gray, Express Services
John Hay, Cell Technology
Skip Miller, Boulder Brewery
Mickey Fain, EI Corp.
Juan Rodriguez, Exabyte
Susan Polis Schultz, Blue Mountain Arts
Mark Retzliff, Natural Horizons
James Warner, Precision Visuals
Glenn Edens, WaveFrame
Peter Gombrich, CliniCom
Steven Smith, Reference Technology
Peter Williams, Aspen Ribbons
Steven Demos, WhiteWave Soy Foods
Ed Massey, Round the Corner
Gary Jacobs, Capital Associates

1986

Mo Siegel, Celestial Seasonings
Jimmy Calano, CareerTrack
Sharon Hanifin, US Express
Dean Stull, Hauser Laboratories
Micky Fain, EI Corp.
Jeff Sauter, Renaissance Graphics
Nathan Thompson, Western Automation
LabDaniela Kuper, Kuper Advertising
Michael Walsh, Vac-Tec Systems
Michael Hickey, Soricon Corp.
Carl Thompson, Carl Thompson Associates

1985

Robert Anderson, ValleyLab
James Campbell, Lifecare
James Warner, Precision Visuals
Dale Johnson, Johnson Engineering
Bernard Bach, Hyperfine
Jim and Carol Gray, Express Services
Thomas Kent, Medical Electronics Corp. of America
Ivan Perez Mendez, Emerging Technology
Jeff Sauter, Spectrum HoloByte Inc.
Jerry Smart, Boulder Brewing Co.
Jody Stock, Jody's Sweat Shop
Lockett Wood, Cybermedic
Dean Leffingwell, RELA Systems
Kirk Peck, Colorado Copier Systems
Alice Seigal, Allpets Clinic
Danny Souders, Western Disposal
Lars Wahlin, Coultron Research Corp.

BUSINESS DIGEST

OPENINGS

Dr. Lief A. Sorensen has opened **Dimensions Pain Management** on the Avista Adventist Hospital campus at 80 Health Park Drive, Suite 50, in Louisville. The clinic specializes in pain relief for patients with moderate or severe back, neck, head, muscle or nerve pain. It also provides care for patients who suffer from fibromyalgia, gout, cancer, arthritis or diabetes.

Great Clips Inc. has opened a manager-run hair salon at 136th Avenue and Zuni in the Quail Creek Shopping Center in Broomfield.

Tavo Gutierrez has opened **Fab Lighting Inc.** at 7161 Valtec Lane, Unit D in Boulder. The company designs and manufactures contemporary commercial and residential lighting fixtures made with Italian glass.

Aaron VonFeldt has opened the **Cage Sports Center**, an indoor batting and golf practice center, at 95 South Sherman No. 11 in the Diagonal Trade Center business complex in Longmont. The center has three batting cages, two dirt pitching mounds, four golf cages and a party room. Visit www.thecagesportscenter.com for more information.

CLOSINGS

The cities of Lafayette and Louisville will close the **Glen Huey Recycling Center** at Highway 42 and Pine Street in Louisville in November.

BRIEFS

Pelican Bay Foundation of Naples, Fla. has chosen Boulder-based **Culinary Software Services' CorTec**, a back-of-the-house software for the foodservice industry, to help manage its centralized purchasing and receiving system. The foundation manages Pelican Bay, a private community that includes residential condominiums and three premier hotels. Also, Whole Foods Market will implement the CorTec software at its Rockville, Md. commissary.

Boulder-based design firm **Communication Arts Inc.** created the streetscape, signage, branding and marketing materials for The Streets of SouthGlenn, a retail and residential

mixed-use project in Centennial that held its grand opening Aug. 28.

Louisville-based **Zayo Group**, a regional provider of bandwidth and telecom services, has created Zayo Colocation Services, an independent business unit focused on colocation and interconnection services. The new entity, also known as zColo, absorbs Zayo Group's recently acquired colocation and interconnection business from FiberNet Telecom Group Inc., including its extensive presence in the New York/New Jersey metro market.

Boulder-based **BI Inc.**, a developer of monitoring technology for correctional agencies, has earned the ISO 9001: 2008 certification, an industry-leading management standard developed by the International Organizations of Standardization.

Boulder-based **Occipital LLC** has launched an iPhone application, FoodScanner, that tracks calorie and nutrition information of the food a person eats during the day. Occipital partnered with Huntsville, Ala.-based DailyBurn Inc., formerly known as Gyminee, to create the application. By scanning the barcode on a food label using Occipital's RedLaser technology, the app will search DailyBurn's database for the nutritional facts for that item. The application is available for \$2.99 at the Apple App Store.

CONTRACTS

Discovery Communications, parent company of the Discovery Channel and Animal Planet, has chosen Boulder-based **Spectra Logic's** Spectra T950 tape data archive/library to help store and protect about 24,000 hours of on-air show content.

Boulder-based **Justin's**, a manufacturer of natural and organic nut-butter products, signed a deal to have the Allegro Coffee Co. provide Justin's single-serve squeeze packs to retail coffee shops and food service accounts nationally.

Boulder-based **Metzger Associates** has been hired by NextWave Performance, a Denver-based startup developing the next generation in organizational and managerial reporting, to

launch NextWave's Web-based software-as-a-service platform.

Milwaukee PC is offering a 30-day free trial of Longmont-based **Rebit Inc.'s** complete backup and recovery software online at www.milwaukeepc.com/services/rebit/.

The **National Oceanic and Atmospheric Administration** in Boulder hired Silver Springs, Md.-based Diversified Global Partners JV LLC, a joint venture between DB Consulting Group Inc. and Global Science & Technology, Inc., to continue developing and maintaining NOAA's comprehensive large array data stewardship system.

Dassault Falcon Jet Corp. in New Jersey has hired Broomfield-based **Aircell Inc.** to provide Dassault's entire fleet of business jets with high-speed wireless Internet.

The **Boulder Valley School District** has contracted with Organic Valley Family of Farms, a cooperative of farms headquartered in Wisconsin, to supply organic milk to the district's 28,000 students. The cooperative employs a regional milk production model, which means Organic Valley Rocky Mountain Pastures milk comes from certified organic cows pastured in Colorado, Utah and Idaho. The nearest organic dairy farm in Colorado participating in the program is the Makita Family Farm in Calhan, Colo. The milk is being bottled and delivered by Sinton Dairy Foods Co. LLC based in Colorado Springs.

GRANTS

Boulder Labs Inc. received a \$750,000 phase 2 Small Business Technology Transfer grant from the U.S. Department of Defense. The Niwot-based company develops customized software to fit the needs of inventors, scientists and early-stage companies. It received the 15-month to 18-month grant to continue developing cold atom modeling software in conjunction with University of Colorado at Boulder researcher Dana Anderson and some of his students. The software will help researchers extrapolate cold atom characteristics, such as size and shape, when the atoms are introduced to various magnetic fields.

The **National Center for Women & Information Technology** based in Boulder awarded \$15,000 grants to three organizations. They are the University of Pennsylvania, to support its Guidance Counselor and Teacher Computer Science Day; the University of Texas Pan-American to redesign an Introduction to Computing course to make it more accessible to women and under-represented groups; and Waukesha County Technical College to produce "I Can Do IT!", a road show designed to engage elementary- and middle-school girls with hands-on activities including programming, wireless technology and Web site development.

Associate professors Kai Larsen and Jintae Lee at the **University of Colorado's Leeds School of Business** received a \$25,000 grant from the Colorado Clinical & Translational Sciences Institute, a National Institutes of Health sponsored institute, to collaborate with the Denver School of Nursing to create a tool to integrate health behavior research with business, psychology and educational research.

Boulder-based **KMLabs** was awarded a \$99,000 phase 1 Small Business Innovation Research grant from the U.S. Department of Energy as well as a phase 1 \$99,000 and a phase 2 \$750,000 Small Business Technology Transfer grants from the U.S. Department of Energy and U.S. Air Force respectively. Both DOE grants are for phase 1 studies in conjunction with the Colorado School of Mines. One, a nine-month grant, is to develop a product that will help generate X-rays and the other will be used by researchers for various developments in medicine, physics and materials processing, said Sterling Backus, KMLabs' vice president of research and development. The Air Force grant is part of a 2-year phase 2 study to develop an instrument that will help diagnose health ailments.

Deadline to submit items for Business Digest is three weeks prior to publication of each biweekly issue. Mail to Editor, Boulder County Business Report, 3180 Sterling Circle, Suite 201, Boulder, CO 80301-2338; fax to 303-440-8954; or e-mail to news@bcbr.com with Business Digest in the subject line. Photos submitted will not be returned.

CULINARY from 3A

we write menus and throw a party for parents, siblings and friends."

He uses the field trips to educate kids about food with some of that education making its way into a book in progress. In addition to food preparation tips and recipes, the book covers the history of different foods.

"It's morphed into how you can learn so much about the world through cooking," DeBoer said. "In one class we make pasta from scratch and talk about imagining Italian food without tomatoes."

Historically, tomatoes reached Italy by the 1530s, but they were considered poisonous — not making it into the Italian cuisine until the 18th century.

"The classes are designed to teach lifelong skills. I have a niece heading off to college, and she's painfully inadequate in preparing food for herself. If kids learn these skills younger, this won't be a problem."

He also sees the classes as a way for kids to build their self-confidence in a noncompetitive environment. "All we're doing is preparing food — it's not about being right or wrong. If something doesn't taste good, they learn to not do it the next time.

"When you have to scale recipes up or down there's math involved as well as science in the cooking process," he added.

To start the business, DeBoer took

out a \$10,000 loan. Since he runs classes in the homes of students, his overhead costs are low. "Mostly I wanted enough money for business cards and brochures and the Web site," he said.

His primary marketing venture has been running a table at the Boulder Farmers' Market, where he'll continue to give demonstrations until Oct. 31.

"That's where the majority of the capital went," he added. A few thousand dollars went into buying a tent, tables and burners as well as a mirror over the table so people could watch the cooking demonstrations.

Currently, DeBoer has another cook help out when necessary with classes and is paid on a per class basis. DeBoer's fiancé helps with office work. "I don't pay her, I cook for her," he laughed.

Total cost for a block of four three-hour classes with the field trip and grand buffet is \$700 for up to four students. Each three-hour individual class is \$175.

"We don't have any profits, yet," DeBoer said. "I hope to turn a profit by the beginning of the year or at least to increase business by 25 percent over the next quarter.

"My vision is for Camp Culinary to become an organization like the scouts or the brownies where all children can participate."

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EXISTING HOME SALES

August 2009 Statistics

Year-to-Year Comparison

Location	Total# Sold	Inventory	Avg. Sales Price	Avg. to Days Contract	Median Sales Price	Total # Sold			Average Sales Price			Average Days to Contract			Median Sales Price		
						8/01/07-7/31/08	8/01/08-7/31/09	%chg	8/01/07-7/31/08	8/01/08-7/31/09	%chg	8/01/07-7/31/08	8/01/08-7/31/09	%chg	8/01/07-7/31/08	8/01/08-7/31/09	%chg
Boulder	57	569	\$636,253	66	\$505,000	852	563	<33.9>	\$659,111	\$649,447	<1.5>	67	68	1.5	\$549,000	\$538,000	<2>
Broomfield	34	173	\$336,570	73	\$313,000	352	357	1.4	\$380,614	\$387,674	1.9	81	91	12.3	\$312,000	\$339,000	8.7
Erie	29	176	\$324,931	52	\$302,000	305	266	<12.8>	\$353,485	\$343,193	<2.9>	83	84	1.2	\$305,000	\$315,454	3.4
Lafayette	23	128	\$389,300	71	\$410,000	259	219	<15.4>	\$374,048	\$338,639	<9.5>	75	73	<2.7>	\$315,000	\$310,000	<1.6>
Longmont	78	497	\$257,554	72	\$240,000	1074	883	<17.8>	\$265,996	\$241,032	<9.4>	84	74	<11.9>	\$228,000	\$219,900	<3.6>
Louisville	23	86	\$398,274	61	\$359,000	247	187	<24.3>	\$392,228	\$389,001	<.8>	44	51	15.9	\$350,000	\$365,000	4.3
Superior	19	59	\$381,476	50	\$375,000	140	119	<15>	\$440,742	\$409,296	<7.1>	54	65	20.4	\$405,000	\$374,500	<7.5>
Mountains	17	429	\$397,891	126	\$415,000	285	220	<22.8>	\$430,242	\$432,237	0.5	128	132	3.1	\$365,000	\$342,500	<6.2>
Plains	23	404	\$667,304	151	\$570,000	375	227	<39.5>	\$669,750	\$629,606	<6>	82	98	19.5	\$498,500	\$460,000	<7.7>
Total	303					3,889	3,041										

EXISTING CONDO SALES

August 2009 Statistics

Year-to-Year Comparison

Location	Total# Sold	Inventory	Avg. Sales Price	Avg. to Days Contract	Median Sales Price	Total # Sold			Average Sales Price			Average Days to Contract			Median Sales Price		
						8/01/07-7/31/08	8/01/08-7/31/09	%chg	8/01/07-7/31/08	8/01/08-7/31/09	%chg	8/01/07-7/31/08	8/01/08-7/31/09	%chg	8/01/07-7/31/08	8/01/08-7/31/09	%chg
Boulder	56	491	\$256,286	44	\$229,000	744	644	<13.4>	\$295,640	\$312,554	5.7	71	91	28.2	\$240,000	\$264,900	10.4
Broomfield	7	51	\$197,200	100	\$178,000	79	63	<20.3>	\$225,182	\$220,189	<2.2>	128	133	3.9	\$217,144	\$220,000	1.3
Erie	4	22	\$201,694	75	\$135,000	33	21	<36.4>	\$256,566	\$200,609	<21.8>	100	108	8	\$179,000	\$196,679	9.9
Lafayette	10	38	\$189,950	60	\$197,500	134	88	<34.3>	\$187,605	\$183,470	<2.2>	85	88	3.5	\$173,500	\$167,500	<3.5>
Longmont	12	158	\$153,701	156	\$175,000	232	197	<15.1>	\$195,099	\$179,926	<7.8>	111	110	<.9>	\$177,000	\$169,000	<4.5>
Louisville	11	30	\$195,083	120	\$219,000	61	56	<8.2>	\$193,780	\$222,562	14.9	83	77	<7.2>	\$187,600	\$212,000	13
Superior	4	25	\$278,601	51	\$185,000	48	43	<10.4>	\$206,660	\$240,850	16.5	87	82	<5.7>	\$193,500	\$213,800	10.5
Mountains	0	0	0	0	0	1	0	n/a	\$26,000	0	n/a	105	0	n/a	\$26,000	0	n/a
Plains	6	61	\$153,666	126	\$155,500	84	72	<14.3>	\$199,751	\$185,063	<7.4>	88	87	<1.1>	\$180,600	\$160,000	<11.4>
Total	110					1,416	1,184										

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

County offers 'green' loans to commercial sector

A Boulder County program offering local homeowners low-interest loans for energy efficiency and renewable energy upgrades is being expanded to the commercial sector.

County officials said they recently completed a second round of 219 loans to residential properties — totaling nearly \$3.2 million. Earlier this year, the Boulder County ClimateSmart Loan Program financed 393 loans worth more than \$6.6 million.

The next round of financing, which is set to launch in early 2010, will be available to both commercial and residential "green" upgrades within Boulder County and its cities.



REAL ESTATE
David Clucas

The program provides full financing at a discounted rate for more than 40 different energy efficiency and renewable energy upgrades. The county was authorized to issue up to \$40 million in bonds — ultimately funded by outside investors — to support the program after voters passed ballot issue 1A in 2008.

Financing obtained through the ClimateSmart Loan Program is repaid by the property owner during a 15-year period. Payments are made via a special assessment that is included with the annual property tax bill, tying the loans to the actual energy improvements and not to individual owners.

County officials said nearly 40 percent of the latest residential "green" loans would be used to install photovoltaic solar systems, while 22 percent would be spent on upgrading exterior windows and glass doors. Other projects included adding insulation to attics and walls, and installing high efficiency heating and cooling systems. More than 40 percent of the money was loaned to Boulder residents, followed by Louisville at 18 percent and Longmont at 16 percent.

For more information, visit: ClimateSmartLoanProgram.org.

BOULDER

PLAY IT AGAIN COMEBACK: Sue Stapleton will play it again with Play it Again Sports at the Table Mesa Shopping Center in South Boulder.

The local business owner first opened the used sports equipment franchise 15 years ago before selling it to Joy Rochester four years ago. Rochester closed the store earlier this summer after seeing a drop in sales. Stapleton has now purchased the store back from Rochester and expects to reopen it.

Play it Again Sports leases 4,355 square feet at 653 S. Broadway. Nate Litsey with W.W. Reynolds Cos., the landlord, helped broker the real estate deal.

OFFICE LEASE: First American Proxix Solutions has signed a lease for 4,230 square feet of space at 2477 55th St., Suite 120 to move its offices in Boulder.

The geographic information system provider plans to move from its location at 2845 Wilderness Place, No. 100 in December.

Hunter Barto with Dean Callan & Co. and Joe Heath with Frederick Ross helped broker the real estate deal on behalf of the landlord TIAA-CREF. Representatives with CresaPartners represented the tenant.

California-based First American entered the local market when it acquired Florida-based Proxix's Software Development and Web Services office Boulder in Oct. 2007.

BOULDER LEASES: Copy Experts signed a lease for 3,106 square feet of retail space at 5345 Arapahoe Ave. Audrey Berne with The Colorado Group helped broker the deal. Copy Experts moved away from its location in Crossroad Commons to create room for its neighbors Café of Life and Whole Pets to expand.

- Simple Solar Electric Systems signed a lease for 2,335 square feet of space at 3227 and 3229 Walnut St. Brad Steinmetz with Freeman Myre Inc. helped broker the deal.

- Perfect Teeth, a dentist office, signed a lease for 2,081 square feet of space at the Table Mesa Shopping Center. Nate Litsey with the W.W. Reynolds Cos. helped broker the deal.

REAL ESTATE APP: A Boulder-based startup has created a subscription-based iPhone application and Web site that allows Realtors to offer

clients access to real estate data at home or on the go.

The iRealty Colorado service by iRealty Inc. was co-founded by Jay Hebb, vice president of Walnut Realty in Boulder, and Ted Guggenheim, chief executive of Boulder-based Rage Digital Inc.

The new iPhone app and Web site provides real-time Multiple Listing Service data, property searches, interactive mapping, sold homes, comps information, and home value estimates. All that information can be found on the Internet for free, but iRealty Colorado brings it all to one place, and it can be accessed in the field as buyers look for homes. The service also includes a mortgage calculator next to each home being viewed.

Cost for the service is \$59 per month, and Guggenheim is offering a charter-member rate of \$39 per month good through Dec. 31.

Hebb said the service helps Realtors maintain closer contact with clients. "Through the iRealty App and iRealtyCO.com Web site I can keep my contact information and brand in my clients hands instead of having them drift off to Zillow, a listing agent or a competitor's Web site," Hebb said in a press release.

BROOMFIELD

RESIDENTIAL LAND DEAL: A Thornton-based land investment and development company has purchased 20 acres of residential real estate in northeast Broomfield for

► See **Real Estate, 21A**

REAL ESTATE from 20A

\$2,074,000.

Carlson Associates Inc., under the GC Capital Equities LLC name, purchased the 61 residential lots in the third filing of Wildgrass subdivision — located east of Sheridan Parkway and south the Northwest Parkway — from Minneapolis-based RC Properties XIX LLC. The land originally was to be developed by California-based John Laing Homes, which filed for bankruptcy earlier this year.

New owner Blake Carlson said the lots are partially finished, with no vertical construction started.

“We plan on holding it for now,” Carlson said.

LONGMONT

STORAGE ACQUISITION: A Boulder-based investor has purchased a self-storage facility in Longmont, adding to two other similar developments he owns in the area.

William Schwab of Eagle Nest Storage LLC purchased the storage facility by the same name at 1800 Delaware Place for \$1.7 million, according to Boulder County public records.

Schwab also owns Castle Keep Storage facility at 7579 Hygiene Road and A Store & Lock at 734 S. Lincoln St., both in Longmont.

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

Habitat for Humanity

New homes going up at Northfield Village



COURTESY FLATIRONS HABITAT FOR HUMANITY

Leonardo Lucani and his son take a look at the foundation of a home being built for the Lucani family by Flatirons Habitat for Humanity. The organization broke ground in late September on several new homes at the Northfield Village residential project. The development at Jay Road and 47th Street will include two, four-unit townhomes for local low-income families. The project is expected to be complete by summer 2010. The local affiliate for Habitat for Humanity International has built 50 homes in Boulder and Broomfield counties since 1993, and has helped build 93 homes internationally.



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EDITORIAL

Support CDOT, coalition efforts to improve U.S. 36

A coalition of state, regional and local governments, along with a nonprofit group, is heading in the right direction in its attempts to improve the U.S. Highway 36 corridor.

The Colorado Department of Transportation on Sept. 15 submitted an application for a federal grant that would help launch some much-needed improvements to the commuter corridor. CDOT is working with the Regional Transportation District, the U.S. 36 Mayors and Commissioners Coalition, 36 Commuting Solutions and 10 local governments.

The group is seeking \$160 million to \$260 million to begin improvements outlined in the U.S. 36 Final Environmental Impact Statement. The grant is being sought through the U.S. Department of Transportation's Transportation Investment Generating Economic Recovery Discretionary Grant Program.

Improvements are critical for the future of U.S. 36, which currently carries 80,000 to 100,000 vehicles per day. 36 Commuting Solutions says that trip volume is expected to increase by 50 percent by 2035, reaching 165,000 vehicles per day.

It's impossible to understate the importance of U.S. Highway 36 to the Boulder Valley economy. Whether it's Boulder, Broomfield, Lafayette, Louisville or Superior – or neighboring Westminster – regional communities rely on the highway as a lifeline to Denver and the rest of the metro area.

Louisville mayor Chuck Sisk recently pointed out that, "Nearly 17 percent of the region's business and employment is derived from the U.S. 36 corridor, with corridor employment expected to increase by 53 percent" in the coming decades.

The connection the highway provides for federal laboratories, the University of Colorado, major employers and citizens is hugely important.

But we must move quickly to keep the highway – currently at 90 percent of capacity – from reaching the breaking point.

Visit www.36commutingsolutions.org to weigh in on the grant.



On Google, Business Week and Erie

In the spirit of the Twitter generation, I hereby offer these snippets about recent observations of the Boulder Valley business scene (No, each is not limited to 140 characters.):

- The Boulder Economic Council recently took members to the Boulder offices of Google for the group's September meeting. It was great to hear a rundown of what's going on at the world's most-popular search engine, and the important role that the Boulder operation plays in the companies' plans. The requisite confidentiality agreement means that there's not much more I can say about it, but we're incredibly fortunate to have Google in our midst.

- Why is it that so many people launch ventures without checking the availability of trade names or trademarks? I've seen it repeatedly over the years. The Camera's recent announcement of the pending launch of Longmont Weekly proved embarrassing, when it turned out that Lehman Communications Corp. has a trademark on the name. Oops.

- Boyd Group International recently completed an economic-development study for the Erie Municipal Airport. The study includes some sensible recommendations, including hiring of a professional manager, recruitment of aviation-related businesses, development of an airport

business park, creation of an aviation high school and many other measures. I've always thought this little airport was a diamond in the rough, and the plan offers some great ideas.

- I missed the real estate tour organized by the Broomfield Economic Development Corp., but Andrew Freeman of Freeman Myre Commercial Real Estate tells me that he was amazed at what Broomfield has going: Commercial space is filling, and homes are being built. Who could ask for anything more?

- Panelists at our Pulse: the State of Health Care/Health-Care Heroes event Sept. 23 all agreed on the desperate need for reform. But while the focus at the federal level is on health-insurance reform, they all wish that more attention would be paid to health-care reform. Only when lifestyles are changed, and preventive treatment is the norm, will we make significant progress in improving medical care, they said.

- Kudos to the city of Boulder for backing off – at least for now – from

its ill-advised effort to collect millions in construction use taxes from local contractors who had previously paid the taxes as estimated by the city. This effort – first reported by the Boulder County Business Report – had the makings of a cockamamie scheme to boost the city's tax coffers at the expense of the construction sector. Here's hoping that the city drops this idea for good.

- Is it just me, or is there more optimism in the air? I speak with a lot of people, from many different industries, and in the past month or so, they're decidedly more optimistic about the economy. Perhaps some businesses who were petrified late last year and early this year have realized that they slammed on the brakes a bit too hard, and are now ready to ease forward in their spending. Now if only the banks would hit the accelerator just a bit in terms of their lending practices . . .

- Business Week has named Boulder as the No. 1 real estate market in the country. The magazine touts the city's open space, the University of Colorado and natural beauty. While real estate is struggling here, it's important to note how much better off we are than other parts of the country.

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



PUBLISHER'S NOTEBOOK
Christopher Wood

BOULDER COUNTY BUSINESS REPORT

VOLUME 28, ISSUE 21

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CALENDAR

October

3 The Wild Bear Center for Nature Discovery will host the Enchanted Forest on Wild Bear's property at Mud Lake Open Space from noon to 7 p.m., with shuttles departing every 20 minutes from Nederland Elementary, 1 Sundown Trail in Nederland. No parking is available at Mud Lake. From there, families will be led through trails by volunteers. For more information, call 303-258-0495 or go to www.wildbear.org.

Open Studios will be held in Boulder and surrounding areas. To find out where you can pick up a guidebook to visit artist's studios and map out a tour, visit www.openstudios.org.

6 The Longs Peak Networking Organization will meet from 8 to 11 a.m. at the fellowship center at LifeBridge Christian Church, 10345 Ute Highway in Longmont. Networking and new member orientation begins at 8:30 a.m. and the main program begins at 9:00 a.m. Additional networking goes from 10:15 a.m. to 11:15 a.m. A breakout session at 10:30 a.m. on elevator speeches will also be offered. Admission is free. For more information, go to <http://lpnet.org>.

The **city of Longmont** will hold a public hearing on the 2010 budget at 7 p.m. during the scheduled city council meeting in the council chambers at 350 Kimbark St. in Longmont. For more information, go to www.ci.longmont.co.us.

7 The Colorado Physical Therapy Institute presents Nutrition 101 from 5:30 to 6:30 p.m. at 300 Nickel St., Suite 6 in Broomfield. Admission is \$12. For more information, call 303-460-9129 or go to www.ColoradoPTI.com.

8 Avista Adventist Hospital is offering a Joint Pain Seminar from 11 a.m. to noon in the Spicer Room at Avista Adventist Hospital, 100 Health Park Drive in Louisville. Admission is free. For more information, call 303-661-4460 or go to www.avistahospital.org.

The **Boulder Small Business Development Center** is hosting Retail Selling and Customer Service from 2 to 5 p.m. at the Longmont Area Chamber of Commerce, 828 Main St. Diana Royce Smith of Royce Arbour Inc. will discuss the sales cycle and proven techniques for establishing rapport with customers. Admission is \$45. For more information, call Bing Chou at 303-442-1475 ext. 2 or e-mail bing_chou@boulderchamber.com.

The **Colorado Technology Association** is hosting a full day of panels and demos of innovative Colorado

technology companies from 7 a.m. to 7:30 p.m. at the Colorado Convention Center, 700 14th St. in Denver. For ticket prices and reservations, go to www.Demogala.com.

Lunafest, a fundraiser film festival dedicated to promoting awareness about women's issues, will be from 6:30 to 7 p.m. at the Boulder Theater, 2032 14th St. in Boulder. Admission is \$15. The film festival highlights women as leaders in society, illustrated through nine short films by women filmmakers. All proceeds will benefit the Breast Cancer Fund. For more information, e-mail ccoocke@cliff-bar.com or for tickets, go to www.bouldertheater.com.

9 The Longmont Area Chamber of Commerce is hosting a Business Before Hours from 7 to 9 a.m. at The Vistas, 2310 9th Ave. in Longmont. Admission is \$10. For more information, call 303-776-5295 or go to www.Longmontchamber.org.

The **Boulder Chorale** is hosting its season Gala Benefit and Silent Auction Canti e Dolci from 6:30 to 9:30 p.m. at Grace Lutheran Church, 1001 13th St. in Boulder. Admission is \$50. For more information, call 303-554-7692 or go to www.boulderchorale.org.

10 The Emergency Family Assistance Association's annual fundraiser There's No Place Like Home will be from 5:30 to 11:45 p.m. at the Omni Interlocken, 500 Interlocken Blvd. in Broomfield. Cocktails, dinner, dancing and a live and silent auction will be featured. For prices and reservations, go to www.efaa.org and click on events.

15 The Longmont Area Chamber of Commerce is hosting a Business After Hours from 5 to 7 p.m. at Mile High Banks, 1726 Hover St. Admission is \$10. For more information, call 303-776-5295 or e-mail staff@longmontchamber.org.

16 Boulder Digital Arts is celebrating its fifth anniversary from 7 to 10 p.m. at PhotoCraft Imaging, 2901 55th St. in Boulder. A donation of \$5 is requested, with all proceeds going to benefit the Colorado Children's Automobile Safety Foundation. For more information, call 303-875-0276 or go to www.boulderdigitalarts.com.

17 The Millennium Harvest House Boulder is hosting the Saturday Afternoon Club from 10:30 a.m. to 1:30 p.m. at The Millennium Harvest House, 1345 28th St. in Boulder. CU Buffs football fans can gather to watch the game against Kansas on a 14-foot screen set up in the hotel's garden, while FM radio 104.3 broadcasts the pre-game show inside.

The event will also feature an on-site grill-off competition. Admission is free, not including parking. For more information, call 303-443-3850 or go to www.HarvestHouseSAC.com.

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

The **Hotel Boulderado** is hosting a Women's History Afternoon Tea from noon to 2 p.m. at the Boulderado Ballroom, 2115 13th St. in Boulder. Admission is \$24.95. For more information, call 303-440-2880.

23 The Boulder Valley Women's Health Center presents its annual Gala for Women's Health at 7 p.m. at the Stadium Club at Folsom Field on the CU Boulder campus. For ticket information, go to www.bvwhc.org.

24 CU Wizards, a program through the University of Colorado at Boulder to get children excited about science, will be from 9:30 to 10:30 a.m. in the Cristol Chemistry Building, Room 142. Professor Susan Frontczak will be lecturing on "How Math Can Save Your Life." For more information, contact Erin Costello, djndadmin@jila.coloradoedu or call 303-492-5011.

31 The Millennium Harvest House Boulder is hosting the Saturday Afternoon Club from 10:30 a.m. to 1:30 p.m. at The Millennium Harvest House, 1345 28th St. in Boulder. CU Buffs football fans can gather to watch the game against Missouri on a 14-foot screen set up in the hotel's garden, while FM radio 104.3 broadcasts the pre-game show inside. The event will also feature an on-site grill-off competition. Admission is free, not including parking. For more information, call 303-443-3850 or go to www.HarvestHouseSAC.com.

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

NONPROFIT NETWORK—
FUNDRAISER

Rhett Rowe, **Premier Members Federal Credit Union's** president and chief executive, will serve as the 2010 volunteer chair of March for Babies for the Boulder area. Rowe has committed to raise \$50,000 for the event, which is a charitable walk and March of Dimes fundraiser. This year, Boulder walkers, teams and sponsors raised \$147,000 at the event. March for Babies will take place in 2010 on Saturday, April 24 at East Park at Interlocken. Its overall fundraising goal is \$205,000.



Rowe

GOOD DEEDS

St. Vrain Valley Credit Union and **RE/MAX Traditions** real estate services came together to make handmade fleece blankets for Project Linus of Boulder and Adams Counties. The materials and time were donated to make 33 fleece blankets which will be distributed to children in need of comfort in hospitals, shelters and social service agencies. St. Vrain Valley Credit Union also participated in the Relay for Life at Roosevelt Park on June 19 and raised a total of \$4,100. This event celebrates and commemorates lives touched by cancer.

Each year the **Boulder Arts & Crafts Gallery** helps raise funds and public awareness about hunger and those less fortunate in our community. This year hundreds of handcrafted ceramic soup bowls have been generously donated by well known professionals and students in community and university programs. Bowls painted at Color Me Mine, 1938 Pearl Street through Oct. 15 will be used as part of the fundraiser at the gallery Oct. 21 to Nov. 8.

Envysion Inc., a company that provides remote video surveillance, has donated technology to the University of Denver's Daniels College of Business for its school of hotel, restaurant and tourism management. The company will provide its Envysion Insight service to be integrated with the school's educational curriculum and will assist in the daily operations of the student-run coffee shop.

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

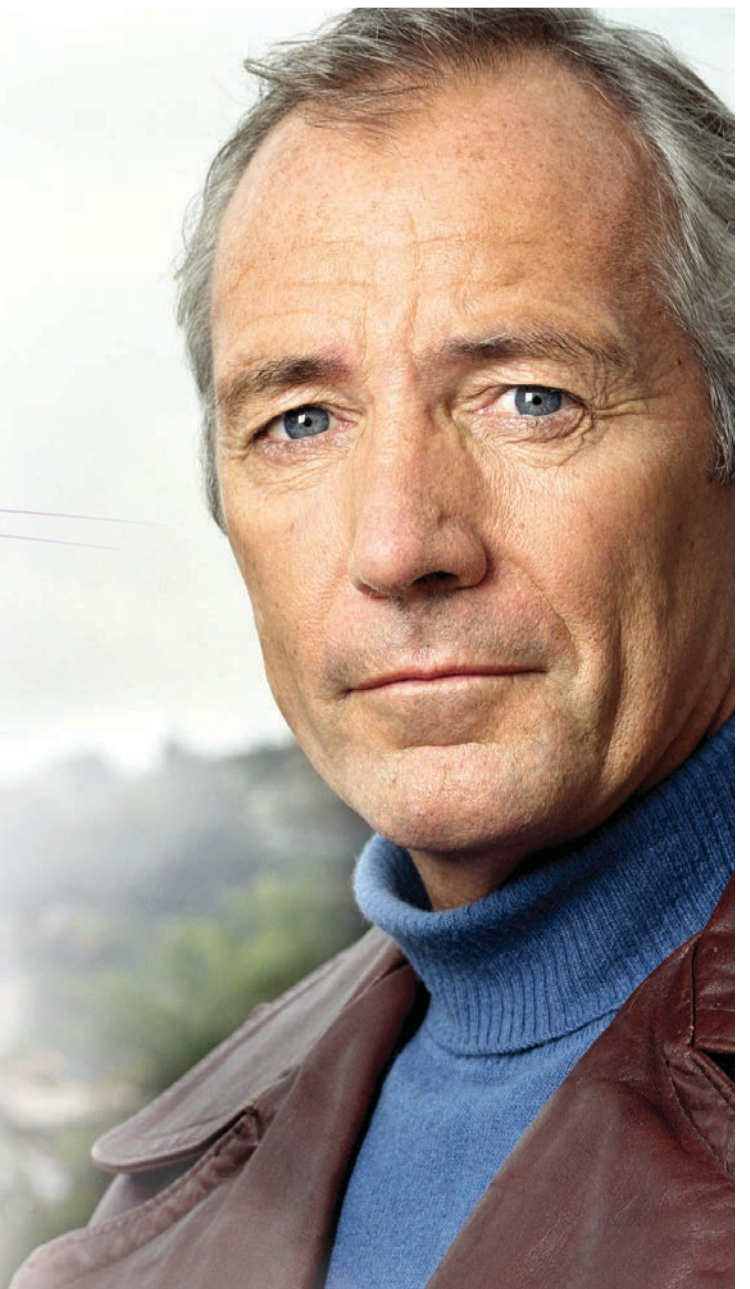
To learn more about this break-through technology, please visit www.bch.org/prostate



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THE SHAPE OF THINGS TO COME



12:00-1:00

The Credit Crunch - What Now?!
Successfully navigate the banking & credit industries.

1:30-2:45

Perception vs Reality - A Panel
Up from the bottom - the value gap, pent up demand and moving upward.

3:00-4:15

Green Machine vs Green Bubble
Growth of green - (solar, thermal, wind, building materials, conservation) - how we will benefit.

4:30-5:45

Real Estate Forecast
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Longmont's quality companies – why they stay

Seagate, Amgen find community good for business

BY KEELY BROWN

The city of Longmont is home to many of the nation's most important and prestigious corporations — a fact in which Longmont takes pride. While some of these companies have newly relocated to the city, others have remained in Longmont for decades — a tribute to the city's highly developed, supportive business community.

Confronted with other possible locations, many of Longmont's primary companies have made a deliberate commitment to maintaining a long-term presence in the city. For one of Longmont's most respected primary companies, Seagate Technology LLC, the decision to remain long-term in Longmont was made nearly a decade ago, for well-considered reasons that are echoed by other companies — lower operating costs, and higher quality of living.

Originally founded in 1979 as a disc-drive manufacturer, Seagate merged with Conner Peripherals in 1996, thus forming the world's largest storage manufacturer. With a corporate home in San Jose, Calif., the merged entity allowed both companies to establish a much larger presence in their Longmont facility — a move that, said Dave Quinn, Seagate facilities director, was facilitated by Longmont's city officials.

"Longmont allowed us to do this very well with the flexible space we were able to lease," he said. "And here in Longmont, we have a wealth of engineering talent, which is a key to our business — and we're also able to attract employees, because people like living here, so it's a wonderful fit."

In 2000, the company relocated, consolidating its nine buildings into one facility. Before the move, Seagate made a corporate decision about whether to relocate to another part of Colorado, or stay in Longmont. During several months of intensive research, the company discovered that the majority of its employees resided in Longmont. Other factors — such as the lower electric rates, and even the lower levels of

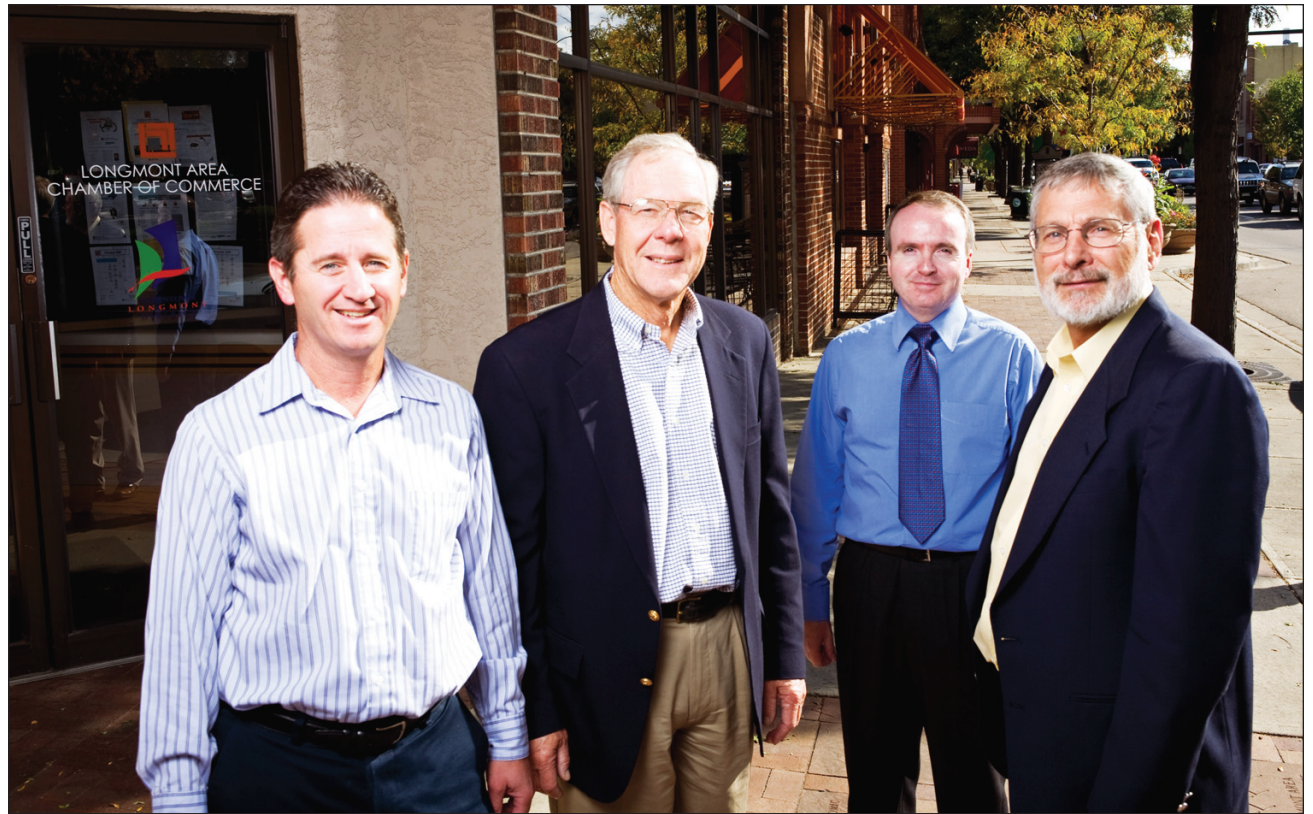
➤ See **Quality, 5C**



Bengston



Quinn



JONATHAN CASTNER

Longmont finance director Jim Golden, Mayor Roger Lange, economic-development director Brad Power and City Manager Gordon Pedrow work to ensure that the city provides a good environment for business.

Business finds ally in Longmont government

BY SUZAN K. HEGLIN

Longmont Mayor Roger Lange tells the story of a California company that tried to hire talent from Boulder and Longmont, but because the employees wouldn't relocate to California, the company relocated to Longmont.

That story illustrates not only that the city is attractive to companies, but also that employees want to remain in the city — and local government works hard to bring the two together.

"There are aesthetic reasons people like to be in Boulder County and Longmont," Lange said.

Some of those reasons include a good educational system, a housing stock that is attractive, a vibrant arts community and — for businesses themselves — a healthy portfolio of commercial and industrial real estate.

"We do have space for industrial and commercial development and low electrical rates with high reliability," Lange said.

Another thing that Longmont has going for it is well-established economic-development partnerships between local government and business.

"Longmont understands the importance of maintaining and enhancing a strong local business environment and are in the process of developing programs which can truly give our business community, present and future, tools they need to succeed," said Gordon Pedrow, Longmont city manager.

One such tool is the Longmont Entrepreneurial Network, which provides assistance to entrepreneurs. Alex

THE ECONOMIC COUNCIL recruits companies that provide high-paying jobs. The Small Business Development Center helps folks on a smaller scale in the business world, from getting business plans formulated to general seminars, thereby supporting new and small businesses.

Sammoury, executive director of the LEN, said economic development benefits from the quality work force.

"We have a highly qualified, highly technical, highly educated employee base here," he said.

It's Sammoury's job to analyze and advise entrepreneurs on the viability of their ideas. Since 2003, the Longmont Entrepreneurial Network has worked with 35 companies, some of which became multi-million-dollar enterprises.

"For the companies I bring in, the benefit is, we have office space at fairly decent prices, we have lab space wet and dry, and the other piece is the expertise they benefit from," Sammoury said.

Sammoury works with software, clean-tech and bioscience companies, specifically bioscience companies that

do diagnostics, produce medical devices and clean energy.

The Longmont Entrepreneurial Network is one of several organizations that are partially subsidized by the city.

"Longmont supports us with funding because we create jobs by attracting companies here," Sammoury said. Of the 20 companies the LEN has drawn to the area (they have worked with 35), the group created 183 primary jobs, with an average pay of \$84,000 per year.

The Longmont City Council created an Economic Development Department in 2009 to support that kind of success. Brad Power was with the city of Boulder for the past 18 years and has been with the city of Longmont as director of the Economic Development Department for the last several months. One thing he notices about Longmont is that it works with a lot of contractors toward that end.

"The city is different from other cities in that it has formal relationships with economic-development partners in the community," Power said.

The LEN is one of those. The Longmont Area Economic Council is another. "Their role is primary-employment recruitment and retention," Power said.

The Economic Council recruits companies that provide high-paying jobs. The Small Business Development Center helps folks on a smaller scale in the business world, from getting business plans formulated to general seminars, thereby supporting new and small businesses. And the Longmont Area Visitors Association has the

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Quality infrastructure proves attractive to primary employers

Roads, water supply a source of pride for Longmont leaders

BY KEELY BROWN

For Longmont, the strength and quality of its highly maintained infrastructure has always been a source of pride — and, according to city planners, a major attraction to primary businesses planning to relocate.

Nick Wolfram, engineering services manager for Longmont's Department of Public Works and Natural Resources, said the city takes great pride in its intensively maintained infrastructure — whether it involves water treatment, sewer and sanitation services, roads and transportation, or enhanced view corridors of the hills and mountains along the Front Range.

"Longmont has put a great deal of effort into maintaining its infrastructure, realizing that this is what provides our core services," Wolfram said. "We work hard to develop and maintain that infrastructure, in order to continue to provide a high level of services throughout the community."

One of these important services, Wolfram added, is to maintain a continuous supply of clean water. Wolfram said Longmont has one of the strongest water supplies in the Front Range, with plenty of well-water resources and a strong water portfolio.

"It's taken a lot of work and effort to build that strong water supply," Wolfram said. "Longmont has done an incredible job over the years of managing its wastewater utilities."

Just recently, Longmont completed construction on a new state-of-the-art water treatment plant, which has helped to lower costs, Wolfram said.

"In addition to having a great supply of quality water, Longmont also has some of the lowest rates in the Front Range, both in water and sewer services," he said. "The city has been working on strategic planning and customer service and product quality, and all of this has helped to lower our cost of operations over the last several years — and pass those lower costs on to our customers."

In addition, the city has implemented a comprehensive recycling program as part of its solid-waste program. Wolfram added that these recycling techniques are starting to be used in wastewater management as well.

Longmont provides other attractive resources — such as large areas of lush community parks, replete with biking and pedestrian trails. And, Wolfram said, in recent years, the city has acquired larger amounts of open space, as well as increased access along the St. Vrain greenway. This development has greatly enhanced view corridors of the Front Range, adding just that much more to the quality of life for its residents.

Wolfram cited Longmont's transportation system as another well-maintained part of the city's infrastructure, providing

“Longmont has put a great deal of effort into maintaining its infrastructure, realizing that this is what provides our core services. We work hard to develop and maintain that infrastructure, in order to continue to provide a high level of services throughout the community.”

Nick Wolfram

ENGINEERING SERVICES MANAGER,
CITY OF LONGMONT DEPARTMENT OF PUBLIC
WORKS AND NATURAL RESOURCES

easy access to Denver, Boulder and Fort Collins. Recently, Longmont completed several road construction projects that have improved traffic flow, particularly on the surrounding highways connecting to other areas of the Front Range. In addition, the city also runs its local Vance Brand Municipal Airport, which provides daily services for business and corporate flights.

Primary companies in Longmont continue to cite the city's low electricity costs as a major incentive for remaining — and expanding their businesses — in Longmont. Brian Moeck, general manager of Platte River Power Authority, said the utility is making a \$50 million investment in a new electric-transmission system that will improve and add to the redundancy of the grid line and electric system that serves Longmont. These improvements are already under way and are scheduled for completion sometime next year.

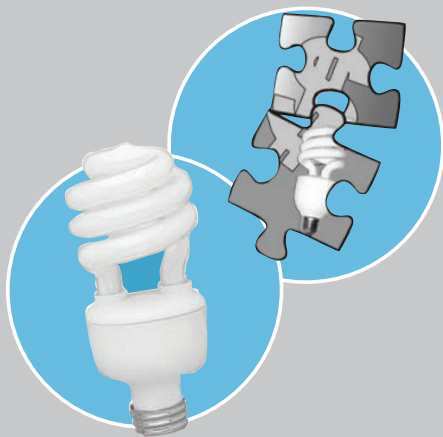
"The reliability of its electric system — and its low cost by comparison — is definitely one reason that Longmont is so attractive to businesses," Moeck said.

Tom Roiniotis, director of Longmont Power and Communications, said the fact that Longmont's electric utility is not-for-profit and citizen-owned also provides a huge advantage for local businesses.

"Electric utility rates and regulations are all customized for Longmont," he said. "When we deal with developers or businesses, we are right in their own town, so we can bring customized solutions more rapidly to the table for them."

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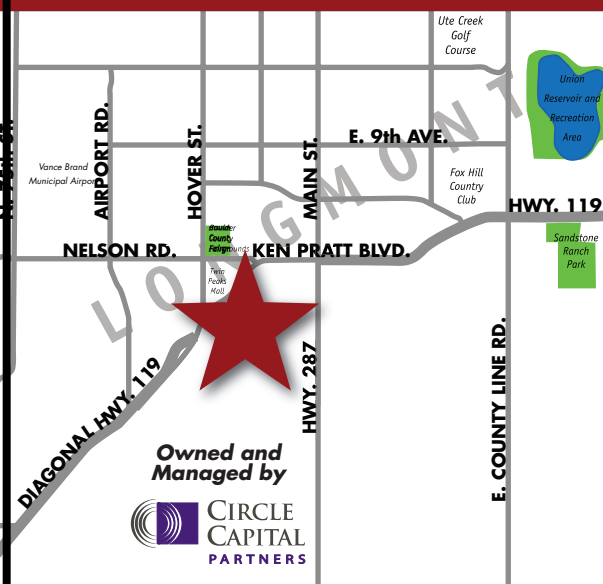
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Employers find Longmont an affordable place

Real estate portfolio, utility costs attract jobs

BY KEELY BROWN

LONGMONT — For Longmont’s primary companies, the cost of doing business — and getting value for their money — continues to be a major reason for staying in the city.

While researching all aspects of company costs — from lease rates to purchase costs to utility rates — company executives find that Longmont is the hands-down winner, every time.

Keith Kanemoto, broker associate and co-owner of Prudential Rocky Mountain Realtors and former president of the Longmont Association of Realtors, said Longmont is a business-friendly community in every aspect imaginable.

“When companies look at operating costs, Longmont is viewed as the low-cost leader in Boulder County,” Kanemoto said. “The city provides the electricity, and the rates are lower than in surrounding areas. Also, Longmont has a significant amount of water sources, as well as a stable power grid. The city also has a fiber-optic loop that is extremely attractive to data center users.”

As for real estate options, Kanemoto said one of Longmont’s great attractions is in its wide range of commercial and residential properties.

► See **Employers, 7C**



JONATHAN CASTNER

Kory Cash, general manager of Circle Capital Property Management LLC, a real estate investment and management company with significant holdings in Longmont, said companies are attracted to the city because of the high quality of both commercial and residential space.



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QUALITY from 1c

everyday traffic and congestion — also played a part in the corporate decision to stay. And another deciding factor was the supportive business community within the city itself.

“The city of Longmont has been very supportive and worked with us to make everything happen,” Quinn said. “It’s allowed our business to grow, and hasn’t put obstacles in the way of doing so.

Longmont’s technical and engineering talent, Quinn said, has given Seagate the ability to meet staffing requirements at all different levels. In addition, Longmont’s vendor base has continued to support Seagate’s needs, both in contracted work and other areas of facility support.

“Longmont offers all the support levels of a larger city, with the advantages of being in a smaller one,” Quinn said. “Because of its smaller size, you get a chance to meet more of the area business people than you would in a larger city.”

Cindy Martini, Seagate corporate communications manager, said operating a large business in a smaller city atmosphere helps foster a feeling of community spirit, which in turn encourages companies to participate in community outreach. Toward this end, Seagate has networked with several other local businesses in its community outreach programs.

“There’s a strong, tight-knit relationship with other companies, motivating us to learn the needs of the community, and to bring in the resources to assist,” she said. “This past year has been tough for all of us, but we have employees who believe in giving back to the community.”

Seagate employees, Martini said, have been involved in everything from sponsorship of high school teams working in robotics, to delivering meals at night after work to the homeless.

Another of Longmont’s primary companies, Amgen Inc., is a global leader in providing biotech human therapeutics for critical conditions such as cancer and chronic kidney disease.

With its company headquarters in California, Amgen’s Colorado connection began in 1981, when the company started its laboratory operations under the direction of a researcher who happened to be from the University of Colorado at Boulder. By 1995, the company had acquired Synergen Inc., a biotech company, and decided to establish an even larger presence in Colorado.

Dave Bengston, Amgen’s vice president of Colorado operations, said that’s when Amgen discovered that there was available commercial real estate, at a reasonable cost, in Longmont — an area known for its supportive business environment conducive to growth and development.

“From 1996 on, Amgen decided to expand its manufacturing capabilities, because at that point they were all in California and we started to look for a less-risky location, not on a fault line,” Bengston said. “We looked at a number of places, but we liked the business infrastructure in Colorado. And we knew from our presence in Boulder County that there was a quality of life in the Longmont community that matched what we desired for our staff members.

“Longmont offers all the support levels of a larger city, with the advantages of being in a smaller one.”

Dave Quinn

FACILITIES DIRECTOR,
SEAGATE

Plus, the availability of qualified candidates for employment was there.”

Today, the company has approximately 650 employees in Longmont. The cost of living, as well as quality-of-life attributes for its company employees, continues to convince Amgen to make Longmont its long-term home.

Bengston said the working relationship between Amgen and Longmont has always been positive. In particular, when Amgen constructed its manufacturing complex, Bengston said that the Longmont City Council and other city staff members were entirely supportive, as the company worked closely with the Longmont planning and development offices.

“It’s always been within our abilities to develop and accomplish what we want to here,” he said. “The Longmont city officials have been good in working with us, and we’ve had no issues with the delivery of municipal services.”

Bengston cited the city utility companies as being particularly efficient in delivering water and electrical power, all of which is required to run the company’s production processes.

“From that standpoint, the city of Long-

mont is always looking ahead to anticipate what we might need,” he added.

Bengston also cited the Longmont fire and police departments as being particularly efficient.

“We recently did a disaster simulation drill as part of our business continuity program, and the response from these local emergency teams was tremendous,” he said.

As with other local primary companies, Amgen’s employees have always been active in community volunteering. Toward that end, Bengston said that Amgen has created an incentive program to donate \$500 to a charity of choice to any staff member volunteering at least 15 hours a year to that charity — with donations continuing in increments, according to the additional hours volunteered.

Along with its community-outreach programs, another aspect of Amgen’s commitment to Longmont, Bengston said, is its intensive focus on energy reduction, and its conservation programs recently put in place.

“These are all indicators of our reciprocity to the Longmont community,” Bengston said.

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- Help companies relocate and expand
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LONGMONT AREA

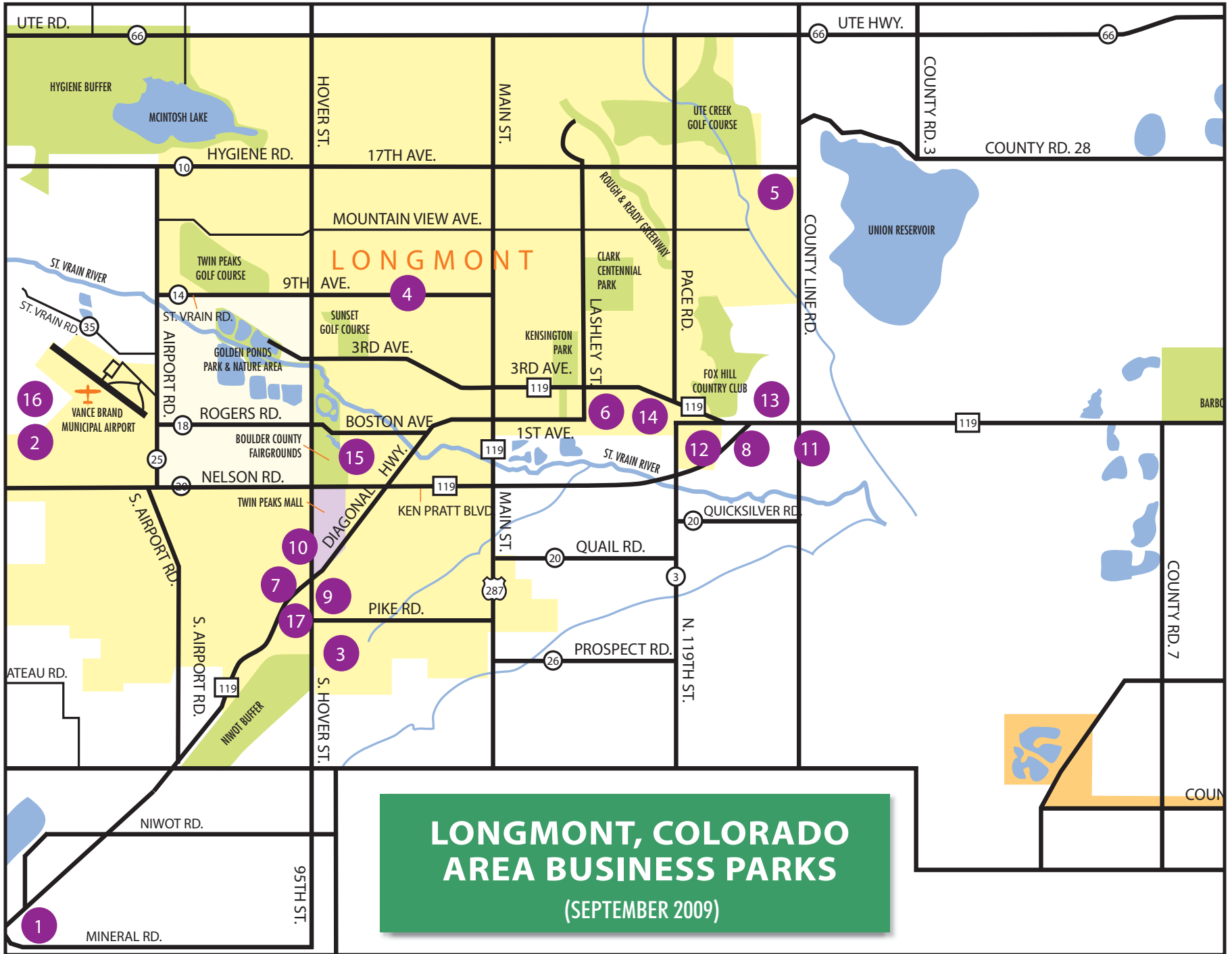


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**LONGMONT, COLORADO
AREA BUSINESS PARKS
(SEPTEMBER 2009)**

1 BOULDER TECH CENTER/MONARCH PARK
(Diagonal Highway & Mineral Road)
MultiProp Inc. – Andrew Unkefer
303-530-5398
Acres: 770,000 square feet of occupied space
Major Tenants: Brooks Automation, Vapor Technologies, Sunrise Medical Colorado, Crocs, Veris, Thule Organization Solutions, Peak Data, Dynamic Design & Mfg., PTA Corporation

2 CLOVER BASIN BUSINESS PARK
(Nelson Road & N. 75th)
Western Property Advisors - Stan Whitaker
303-469-4200
Acres: 166
Major Tenants: Seagate

3 CREEKSIDE BUSINESS PARK
(Pike & Hover Roads)
MAGI Real Estate Services - Steven Holcomb
303-301-5408
Acres: 40
Major Tenants: Mentor Graphics, Emulex, Tetra Tech, PharMerica, Sangat Precision, Breakthrough Management, LSI Storage Peripherals, Analog Devices, Intel

4 LONGMONT INDUSTRIAL FACILITY
(120 - 9th Avenue)
Colorado & Santa Fe Real Estate - Brandi Spencer
303-466-2500
Acres: 12
Major Tenants: Circle Graphics, Longmont Sports Warehouse, A-Window Grate

5 EASTGATE BUSINESS PARK
(17th Avenue & County Line Road)
Ithaca Development LLC - Bill Sheerin
303-598-2455
Acres: 80
Major Tenants: N/A

6 LONGMONT AUTOMOTIVE PARK
(Highway 119 & Lashley Street)
Prudential Rocky Mountain Realtors - Ed Kanemoto
303-772-2222
Acres: 8
Major Tenants: Valley Ford, Traffic Signal Controls, Salud Clinic, Prestige Chrysler Dodge

7 BOULDER COUNTY BUSINESS CENTER
(Hover Road & Diagonal Highway)
Macy Development - Don Macy
303-321-8888
Acres: 150
Major Tenants: Intrado, Sun APT, DigitalGlobe, Honda

8 MILL VILLAGE BUSINESS PARK
(Highway 119)
Prudential Rocky Mountain Realtors - Ed/Keith Kanemoto
303-772-2222
Acres: 17
Major Tenants: DaVita Dialysis Center, Horizon Banks, Sunflower Spa, Precise Cables, Blueprint Robotics

9 CIRCLE CAPITAL LONGMONT
(Southwest Longmont)
Becky Callan - Dean Callan & Co./Scott Garel - Frederick Ross
303-440-6621/303-892-1111
Acres: 227
Major Tenants: Displaytech, Texas Instruments, nSpire Health, National Semiconductor, Matheson Tri-Gas, Array BioPharma, Front Range Community College, RidgeviewTel LLC

10 ST. VRAIN CENTER
(Hover Road)
Macy Development Company - Don Macy
303-321-8888
Acres: 170
Major Tenants: King Soopers, First National Bank of Colorado, Kohl's, Borders Bookstore, Chili's, Noodles & Company, Pro Golf, Elevations Credit Union

11 SANDSTONE FARM
(Highway 119 & WCR 1)
Bush Development - Troy Smith
303-780-9396
Acres: 131
Major Tenants: N/A

12 SUGAR MILL PARK
(10012 N. 119th)
Colorado Gold Properties - Noreen Canaday
720-480-1589
Acres: 47
Major Tenants: N/A

12 SUGAR MILL PARK
(10012 N. 119th)
Prudential Rocky Mountain Realtors - Keith Kanemoto
303-772-2222
Acres: 88
Major Tenants: N/A

13 THE BUSINESS PARK AT FOX HILL
(Highway 119 & WCR 1 – NW Corner)
Actis, LLC - Richard Groves
303-678-0426
Acres: 83
Major Tenants: N/A

14 WEAVER INDUSTRIAL PARK
(Highway 119)
Prudential Rocky Mountain Realtors - Ed/Ken Kanemoto
303-772-2222
Acres: 40
Major Tenants: UPS, Syngenta, Air Liquide, Royal Crest Dairy

15 LONGMONT TECHNOLOGY PARK
(Sunset Street & Nelson Road)
CB Richard Ellis - Todd Witty
720-528-6339
Acres: 19
Major Tenants: American Converters, Circuits West., Bags, Inc., Longmont United Hospital Business Office

16 MOUNTAIN VIEW BUSINESS PARK
(10302 North 75th)
Grubb & Ellis - Mike Wafer and Bruce Mawhinney
303-572-7700
Acres: 147.9
Major Tenants: N/A

17 LONGMONT STATION
(1901 South Hover Street)
Progressive Realty Inc. – Dave Brewer
303-772-9190
Acres: 18.721
Major Tenants: N/A

EMPLOYERS from 4C

“There’s a diversity of available housing — from affordable housing all the way to executive housing,” he said.

Location is also a key factor, Kanemoto said, with Longmont’s accessibility to the Front Range as well as other areas of Colorado.

“Within Boulder County, Longmont has the highest percentage of people who both live and work within their community,” he said. “And of course, we’re extremely fortunate here to have these community-minded companies — such as Amgen, Seagate, Intrado, Western Digital — which all bring significant primary employment to Longmont.”

At Circle Capital Property Management LLC, a real estate investment and management company with significant holdings in Longmont, general manager Kory Cash agreed that companies are attracted to Longmont because of the high quality of both commercial and residential space. For company staff members, Cash added that Longmont has a reputation for providing good residential neighborhoods at a lower price than other areas of Boulder County.

“And it’s all within 40 minutes of downtown Denver, so everything is easy to get to,” he said. “People will commute here from downtown Denver and even from Fort Collins.”

Circle Capital currently manages 38 buildings in the Longmont area, comprising just short of 1.9 million square feet. According to Cash, Circle Capital

IN ADDITION, data from a July 2009 survey from the Colorado Association of Municipal Utilities shows that Longmont has the lowest electric costs in the state for small commercial, large commercial and residential customers. And for industrial customers, these same statistics show that Longmont has the second-lowest costs in the state.

leases flex space in Longmont in the \$9 to \$11 per square foot range, with lease rates at \$12.50 to \$14 per square foot for a Class A building.

“We have a lot of flexibility with our spaces,” he added. “They offer everything from production to office to lab space. And our spaces have the ability to maximize their own value by being adaptable to meet most business requirements.”

Cash added that Longmont’s lower operating costs are also a great attraction for businesses planning to relocate.

“The city of Longmont is our electric provider, and for a company that’s a big power user, that’s a big savings right there,” he said. “And due to our size, we have lower insurance costs, and we get better value in our maintenance contracts due to our portfolio,” he added.

Bill Ewer, customer services and marketing manager for Longmont Power and Communications, said Longmont’s low, customized utility rates are constantly cited as one of the city’s greatest advan-

tages to its business community.

“One of the major costs for companies is utility costs,” he pointed out. “And that’s one area where Longmont has a distinct advantage, thanks to our low-cost energy.”

Ewer said that, according to statistics from the Department of Energy, in 2008, the average electricity rate for all customers in Longmont was 37 percent less than the Colorado average, and 45 percent than the national average.

In addition, data from a July 2009 survey from the Colorado Association of Municipal Utilities shows that Longmont has the lowest electric costs in the state for small commercial, large commercial and residential customers. And for industrial customers, these same statistics show that Longmont has the second-lowest costs in the state.

But, according to Ewer, Longmont Power provides a lot more advantages than just low rates.

“Businesses are concerned about cus-

tomers service and electric-service reliability,” he said. “We participate in a nationwide survey every two years, and our reliability level ranks with the 25 best nationwide, based on the frequency and duration of power outages. We have lower-than-average frequency of power outages, and that’s a real benefit, especially for customers who have the risk of losing a lot of money if they’re out of power for long periods of time.”

Response time in case of outages, Ewer said, averages fewer than 10 minutes — another plus for businesses.

According to Ewer, the fact that Longmont Power is a municipal-owned utility has a great deal to do with its low costs and high level of customer response.

“We are a local utility with a local office and local employees, so we can provide personal-face-to-face service to our customers,” he said. “We’re easy to contact, and from a personal communications perspective, this is important to people — and to businesses.”

In 2008, Longmont was the recipient of the Reliable Public Power Award from the American Public Power Association for providing highest level of reliable and safe electric service.

“We do get a lot of inquiries from businesses looking to relocate, and we’re often in the short list when they’re looking for places to relocate,” Ewer added. “It’s all about how we plan and build and operate our system, incorporating reliability and safety — and that’s something we’re pretty proud of,” he added.

ALLY from 1C

responsibility of attracting the visitor to town, either for leisure or business. All are contractors with the city.

Power feels the synergy of these organizations. “I’ve been very pleasantly surprised by the commitment to the health and vitality of the community,” Power said. “A lot of folks in the community are working toward economic development.”

Another way Longmont encourages businesses is with a variety of incentive programs.

“We have a lot of different types of incentives,” said Jim Golden, city finance director. There are several rebate programs for new and expanding industries. The development fee is rebated up to 30 percent, and there’s even an opportunity that a greater amount can be waived if there are special circumstances.

There’s a Personal Property Tax Rebate Program that allows a 50 percent rebate of personal property taxes to encourage new and primary jobs with wages above the median.

“We were basing that on the number of jobs created,” Golden said. “For new businesses, you have personal property tax waived for up to four years if you bring 10 or more new jobs into the city.”

The sales- and use-tax exemption also is enticing. It exempts businesses new to Longmont from paying the city sales tax for two years.

A couple of years ago, the city expanded that exemption to offer it for businesses expanding at least 10 percent and bringing in at least 10 new jobs. They get another three years of exemption.

“We’re interested in creating a lot more mixed-use areas downtown. We want to create more of a life downtown so there are people here 24 hours a day.”

Jim Golden
FINANCE DIRECTOR,
CITY OF LONGMONT

“We’re trying to incent a greater investment in equipment, and it really incents you to increase your work force,” Golden said.

The list goes on and includes the Downtown Development Authority Developers Incentive Program and the Façade Improvement Program, which helps facilitate large-scale projects by contributing 20 percent to redevelopment.

“We’re interested in creating a lot more mixed-use areas downtown. We want to create more of a life downtown so there are people here 24 hours a day,” Golden said.

The logic is that improving the area will make the property values go up, and thus the tax base will go up.

“In theory, it pays back over time,” he said.

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BOULDER COUNTY BUSINESS REPORT Sept. 26 - Oct. 9, 2008

Luring high-tech, other expansions

Space, amenities prompt Western Digital, others to expand operations in city

by Jennifer Quinn
Business Report Correspondent

LONGMONT — Longmont continues a magical combination of ingredients that’s causing a surge of diverse businesses to expand or relocate to the area.

The key components include abundant, less-expensive space to buy or lease, local amenities and qualified employees.

John Coby, president and chief executive of the Longmont Area Economic Council, said the expansion of businesses to the area shows that they are doing well in the location.

“We offer the asset base that businesses are looking for including highly skilled labor and affordable space to lease,” he said. “They need to be able to expand in a certain timeframe that works for their schedule.”

Although many businesses are expanding in Longmont, which demonstrates they are doing well, Coby said it is not universal.

Shuttlack announced substantial cuts in employment because costs to create their product and transportation went up dramatically, he said. “In general, primary employees are doing well. It is encouraging that there is expansion, especially with the other parts of the economy declining.”

Coby said primary employment has been flat during the past three to five years, with some years being better than others.

The business relocating and expanding are primarily advanced-technology companies. Businesses include Western Digital Corp., Intel Corp., Integrated Cable Systems, MicroPhase Inc., Ongoing Operations LLC and EnterSolve Inc.

Western Digital opened a new hardware design center in Longmont in December 2007. Steve Shattuck, director of public relations headquartered in California, said the 22,000-square-foot site started with 30 employees and currently has 50. The company has 45,000 employees worldwide and generates revenues of \$8 billion annually. The majority of people employed at the Longmont facility are engineers.

“Longmont historically has been very rich in talented engineers in the storage industry,” he said. “We are growing quickly and investing in business to continue to grow and needed more talent. Longmont is rich in talent population and was a natural fit for us.”

Shattuck said the business is committed to Longmont and expects to grow more.

The overall company revenue increased 42 percent from 2007 to 2008.

“The industry is expected to grow, and Longmont is an important part of that,” he said.

EnterSolve Inc., a custom solutions company creating programs and databases, moved its office from north Boulder to Longmont. CEO Robert Fine said the company was looking for a larger amount of space to be able to expand and the Boulder market was rather pricey.

“We could get three times the space for the same amount of money,” he said. “North Boulder has not grown as quickly as we anticipated. There are not as many amenities as there are in Longmont. The move was more about the space we needed to do business.”

EnterSolve went from doing business in a 1,000-square-foot facility to a 5,000-square-foot facility. Longmont offers the company’s 20 employees a variety of shopping centers and restaurants to frequent for lunch and office meetings. Fine also said Longmont is easier to drive to because it has less traffic than Boulder.

“The expansion of space will allow for more people and more hardware and machinery,” Fine said. “The additional space opened up a lot of opportunities for us. This is the best move we have made over our 11 years, and I wish we had done it sooner. Our previous landlord managed the space as best they could, but Circle Capital gets us what we need and are responsive to our requests.”

Ongoing Operations LLC opened its third location last July. The 10,000-square-foot Longmont building was chosen specifically for its geographical location. The company specializes in disaster-recovery and works with primarily financial institutions needing temporary office space after a natural disaster, flood or fire.

Ongoing Operations is headquartered in Maryland, with an additional office in Oregon.

Kirk Drake, CEO, said the location needed to be on a different power and telecommunications grid than the closest metropolitan area, which is in Denver.

“We were simply looking at what facilities were available, and we liked what we saw in Longmont,” he said.

Jack Wheeler, founder and chief marketing officer for MicroPhase Inc., said the company has increased its number of employees from six to 10, and it has plans to grow up to 45 employees.

MicroPhase is a privately owned medical device company focused on improving health worldwide through bacterial identification and antimicrobial susceptibility testing.

Wheeler said it was economically more favorable for them in Longmont than in Golden or Boulder. Plus, Longmont has less traffic, lower home prices and a great deal of community support.

“We have a medical product, and (Longmont) United Hospital does product evaluations for us,” he said. “We have good local community support and more employees here.”

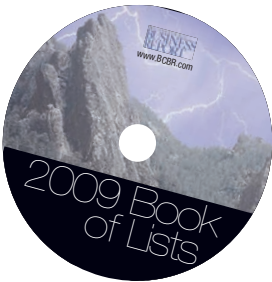
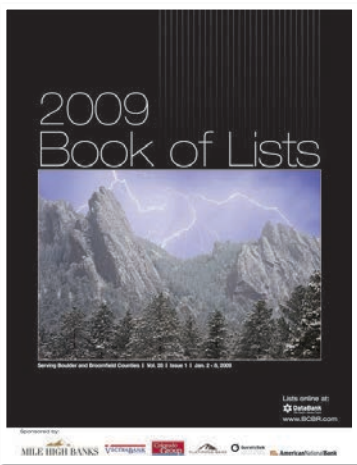
He also said the local students at the University of Colorado at Boulder and the University of Denver are qualified candidates for potential employees in the company.

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