

# BizWest



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THE BUSINESS JOURNAL OF THE BOULDER VALLEY AND NORTHERN COLORADO

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## Boulder mulls fee for affordable housing

*Opponents want city to wait, conduct new study*

BY DOUG STORUM  
 dstorum@bizwestmedia.com

BOULDER — As housing prices surge along the Front Range, Boulder is close to approving a controversial fee on commercial development that

would help the pricey city add more affordable housing units.

The ordinance is intended to capitalize on Boulder's building boom and have developers whose projects create new jobs help offset the cost of providing affordable housing for those employees, often low- and middle-income wage earners.

How much revenue will be generated by the new fee has not been estimated, said Susan Richstone, the city's deputy director of Community

Planning and Sustainability.

"It's hard to predict from year to year what projects will be submitted," she said. Richstone added that based on analysis of building permit records, the city's staff estimates that from November 2011 to December 2014, the city would have assessed from \$7 million and \$8 million in fees on approximately 1 million square feet of new nonresidential development.

The council earlier this month voted 8-0 in favor of moving forward

with the ordinance following discussions on whether to implement a fee structure based on a six-year-old study, how to treat developers with projects already in the pipeline, and establishing a schedule to spread payments over time to ease the financial burden on developers.

Before the council casts a final vote on the ordinance, it will go through a third reading set for May 19, when developers will have another chance

► See **Housing, 17**



## Firm helps tourists find pot-friendly lodgings

BY JOSHUA LINDENSTEIN  
 jlindenstein@bizwestmedia.com

BOULDER — So you've made your pot pilgrimage to Colorado, visited your first dispensary and bought a vacation's-worth of bud only to have this buzzkill set in: You can't smoke it in public, and that hotel you booked online has a no-smoking policy.

Fret not. A new Boulder company is aiming to help you solve that cannabis conundrum while you're planning your trip.

Billing itself as the AirBNB for cannabis-friendly lodging, Bud and Breakfast launched last month, providing travelers with private and legal places to smoke in the growing number of destinations around the world where

► See **Lodging, 26**

## PUBLIC SAFETY VENTURES

JOEL BLOCKER / FOR BIZWEST

Intrado Inc. co-founders George Heinrichs, left, and Stephen Meer retired from the 911 communication-services company in 2014, but recently started Public Safety Ventures in Longmont, a private-equity firm that backs and advises companies in the public-safety market. See **Page 5**.



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*BizWest is an independent, locally owned business journal.*

# Light snow no problem for Vail Resorts as its returns top 53.2 percent

## Stocks of Local Interest

NAME	TICKER	52-WK RANGE	CLOSE	LO	HI	LAST*	WK	MO	QTR	YTD %CHG	1YR %RTN	P/E	DIV	YLD
ARCA biopharma Inc	ABIO	0.65	1.65	0.85	▲	▼	▲	-11.1	-41.7	dd	...	...	...	...
Advanced Energy Ind	AEIS	16.00	28.18	25.54	▲	▼	▼	+7.8	+46.4	19	...	...	...	...
Anadarko Petrol	APC	71.00	113.51	86.32	▼	▼	▲	+4.6	-10.4	dd	1.08	1.3	...	...
Array BioPharma	ARRY	2.98	8.59	7.45	▼	▼	▲	+57.5	+104.9	dd	...	...	...	...
Avago Technologies	AVGO	66.92	136.28	122.81	▼	▼	▼	+22.1	+83.5	69	1.52f	1.2	...	...
Ball Corp	BLL	58.58	77.20	71.94	▼	▼	▲	+5.5	+25.3	22	0.52	.7	...	...
Boulder Brands Inc	BDBD	7.77	15.47	9.59	▲	▼	▲	-13.3	-23.4	50	...	...	...	...
Clovis Oncology Inc	CLVS	35.33	94.88	86.58	▲	▼	▲	+54.6	+68.0	dd	...	...	...	...
Crocs Inc	CROX	10.25	16.83	14.27	▲	▲	▲	+14.3	-2.8	dd	...	...	...	...
DigitalGlobe Inc	DGI	23.85	35.91	31.25	▲	▼	▼	+0.9	-3.5	cc	...	...	...	...
Dynamic Mats	BOOM	11.87	23.45	12.86	▼	▲	▲	-19.7	-35.3	dd	0.16	1.2	...	...
EnCana Corp	ECA	10.53	24.83	13.87	▼	▲	▲	...	-37.5	10	0.28	2.0	...	...
Gaia Inc	GAIA	6.05	8.76	6.81	▼	▲	▼	-4.5	+5.6	dd	...	...	...	...
Globelimmune Inc	GBIM	4.29	15.00	7.30	—	▼	▼	-3.8	...	...	...	...	...	...
Google Inc C	GOOG	487.56	599.65	535.70	▼	▼	▼	+1.8	+5.6	25	...	...	...	...
Hain Celestial Grp	HAIN	40.84	66.35	60.25	▼	▼	▼	+3.4	+36.6	47	...	...	...	...
Halliburton	HAL	37.21	74.33	47.19	▼	▲	▲	+20.0	-23.1	17	0.72	1.5	...	...
Heska Corp	HSKA	10.38	31.87	29.24	▲	▲	▲	+61.3	+143.2	64	...	...	...	...
IBM	IBM	149.52	196.40	171.12	▼	▲	▲	+6.7	-6.2	14	5.20f	3.0	...	...
Level 3 Commun	LVLT	37.61	57.08	56.53	▲	▲	▲	+14.5	+30.4	50	...	...	...	...
Noble Energy Inc	NBL	41.01	79.63	46.07	▼	▼	▼	-2.9	-29.5	18	0.72	1.6	...	...
Noodles & Co	NDLS	16.14	35.82	16.21	▼	▼	▼	-38.5	-48.5	70	...	...	...	...
Pilgrims Pride	PPC	20.14	32.62	25.73	▲	▲	▲	-7.0	+29.0	8	5.77e	...	...	...
Rally Software	RALY	8.24	16.13	13.56	▼	▼	▼	+19.3	+8.1	dd	...	...	...	...
Synergy Resources Cp	SYRG	8.05	14.11	11.75	▼	▼	▼	-6.3	+8.0	22	...	...	...	...
UQM Technologies	UQM	0.71	2.47	1.05	▲	▼	▼	+34.4	-53.5	dd	...	...	...	...
Vail Resorts	MTN	64.61	108.29	101.20	▼	▼	▼	+11.1	+53.2	cc	2.49f	2.5	...	...
WhiteWave Foods Co	WWAV	29.39	47.55	45.83	▼	▼	▲	+31.0	+60.1	51	...	...	...	...
Woodward Inc	WWD	41.01	55.76	49.01	▲	▼	▼	-0.5	+9.7	18	0.40	.8	...	...

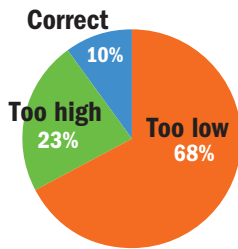
\*Prices as of Monday. **Dividend Footnotes:** a - Extra dividends were paid, but are not included. b - Annual rate plus stock. c - Liquidating dividend. e - Amount declared or paid in last 12 months. f - Current annual rate, which was increased by most recent dividend announcement. i - Sum of dividends paid after stock split, no regular rate. j - Sum of dividends paid this year. Most recent dividend was omitted or deferred. k - Declared or paid this year, a cumulative issue with dividends in arrears. m - Current annual rate, which was decreased by most recent dividend announcement. p - Initial dividend, annual rate not known, yield not shown. r - Declared or paid in preceding 12 months plus stock dividend. t - Paid in stock, approximate cash value on ex-distribution date. **PE Footnotes:** q - Stock is a closed-end fund - no P/E ratio shown. cc - P/E exceeds 99. dd - Loss in last 12 months. **Source:** The Associated Press.

## Market Pulse

### SWING AND A MISS

A professional baseball player with a batting average of .100 would be looking for a new job. But on Wall Street, that's not so bad. Analysts' estimates for earnings this reporting season have proven correct 10 percent of the time. Turns out Wall Street guessed too low, as it usually does. At the start of the year, analysts were calling for modest growth but later slashed those expectations due to weaker oil prices and a stronger dollar. They went too far, though, and ended up forecasting a drop in earnings. Now it looks like the S&P 500 eked out growth of 2.7 percent.

### Analysts' estimates for S&P 500 1Q earnings (Vs. actual results)



Source: S&P Capital IQ

### APRIL SHOWERS

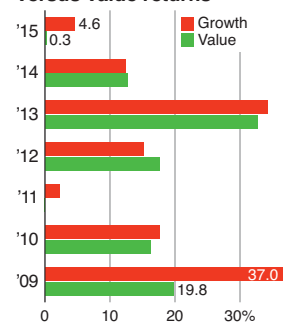
April was a bad month for small-cap stock investors this year, yet again. The Russell 2000 fell 2.6 percent last month, the fourth straight year it's had a down April. A main culprit for last month's loss was a discouragingly weak report on the state of the economy. In the first quarter, the economy grew at an annual rate of just 0.2 percent. The report hurt small-cap stocks even more than larger ones because smaller companies tend to get more of their revenue from the U.S. Last year, a similarly poor start to the year sent the Russell 2000 down 3.9 percent in April.



### GOOD GROWTH

Growth stocks are the clear winners so far this year. Investors often split the market between companies that are growing earnings quickly and those that are slower-growing but more cheaply valued. Growth stocks are on pace for their best year versus value stocks since 2009. One factor in the split is that strong growth has been rare given a weak global economy, falling oil prices and stronger dollar. Revenue likely fell nearly 2 percent last quarter for S&P 500 companies. That rarity means investors are willing to bid up for growth from the few sectors delivering it, such as health care and technology.

### Russell 3000 index, growth versus value returns



Data through May 7  
Source: Russell Investments AP

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# Teamaker steeped in social responsibility

BY DALLAS HELTZELL

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LONGMONT — You'd think it no longer would be an issue.

This is 2015, after all. It's now common for women to be governors and senators and mayors, astronauts and military commanders. A woman is a front-runner in the 2016 presidential race.

Besides, this is Boulder County, right? Progressive, socially conscious, egalitarian to a fault.

And yet ...

"There are still challenges" for female entrepreneurs, said Susan Graf, who rose to become president and chief of the Boulder Chamber for eight years and now is vice president for finance and administration at Longmont-based Bhakti Chai. "Typically, women-owned businesses stay smaller. They're retail, or they're a service industry. Not many manufacturing plants are owned by women."

There's a reason for that, she added.



Eddy

"There are still challenges accessing capital," Graf said. "Banks are still pretty traditional. They'll ask if you have somebody to co-sign."

If you were a man, they wouldn't ask your wife to co-sign."

Bhakti Chai has defied all those odds.

The tea maker that was started eight years ago by Brook Eddy, a single mother of twins, has posted 40 percent growth in each of the last three years, was the first recipient of a grant from an impact fund for entrepreneurs pushed by Gov. John Hickenlooper, and is using that \$3 million to move this summer to a new plant that's three times as large.

Eddy traveled to northern India in 2002 to study a social-justice movement based on Bhakti, a Sanskrit word that has come to mean "devotion through social action." While there, she grew fond of the aromatic, flavorful masala chai – but couldn't find it when she returned to the United States. Eddy began brewing it herself at home in Nederland, and when friends and neighbors became fans of the spicy brew, she decided to build a company on the ideals of Bhakti she had learned in India.

"We want to bring more products to market and continue to innovate," said Eddy, the company's chief executive, "but we also want to spread more social action and show that business can be a force for change."

For Bhakti Chai, that mission has meant becoming a registered B Corporation and making contributions to groups as large as the Global Fund for Women and as small as launching



COURTESY BHAKTI CHAI

Mark Troutman steers "Ginger," a "tuk tuk" of the type used as a taxi in India. Bhakti Chai bought the electric-powered three-wheeler in Thailand, and Troutman is taking it on a 20-city promotional tour of the United States this summer.



COURTESY BHAKTI CHAI

Fair-trade certified black tea comes off the bottling assembly line at Bhakti Chai's microbrewery in Longmont. The company plans to move into a manufacturing space three times as large in July.

a Kickstarter campaign to help a local woman in danger of losing her home, or funding a scholarship through Realities for Children Boulder County for a young woman to attend the University of Colorado Boulder.

That kind of social responsibility made Bhakti Chai an ideal candidate to be the first recipient of venture capital from the Colorado Impact Fund.

Eddy "has built her business grounded in sustainable practices and charitable giving to causes supporting women, girls and the environment," said Jim Kelley, founder of the \$62.9 million fund. "She's an entrepreneur that Colorado can be proud of, and we're excited to be her partner going forward."

Fueled by the CIF investment, Bhakti Chai is moving from a 4,000-square-foot manufacturing space at 1820 Industrial Circle to 12,000 square feet at 1845 Skyway Drive, just off Colorado Highway 119.

"Fiona's Granola is out there, and Veggie Go's," Graf said. "The whole natural and organic industry is so generous and sharing. Everybody helps one another." Eddy said the company would likely expand its current workforce of 37 as well.

The grant also is helping the chai tea maker boost its sales and marketing efforts, and expand distribution nationwide.

"We're opening up San Francisco

for food-service delivery," Graf said. "We want to deliver chai to coffee shops and restaurants and more conventional grocery stores. There's lots more opportunities in the United States, and we also have international markets that would like to carry us. Canadians are coming down to North Dakota to pick up chai."

That growth has meant an ever more important role at Bhakti Chai for Graf, who worked for 15 years at Gunbarrel-based greeting card maker Leanin' Tree. "I was able to come in and tell them what things look like when you get bigger," she said.

Bringing home the tangy microbrewed tea isn't the only flavor of India that Bhakti Chai is spreading. In Thailand, the company bought an electric-powered tuk tuk, a type of three-wheeled vehicle that is used as a taxi in India, and in April launched a 10-month cross-country "Tuk Tuk Tour" marketing effort. The first such electric vehicle ever registered in the United States – has been named "Ginger" as a tribute to the ingredient that gives Bhakti Chai its zing.

"India is where I found the inspiration for Bhakti Chai," Eddy said. "Owning a tuk tuk has always been a dream of mine because it's such an iconic and vibrant element of the Indian culture."

According to the Bhakti Chai website, the tuk tuk and its driver, Mark Troutman, have stops scheduled in 20 cities – "It's our way to connect with our tribe," Eddy said. And it's expected in Colorado on Aug. 6.

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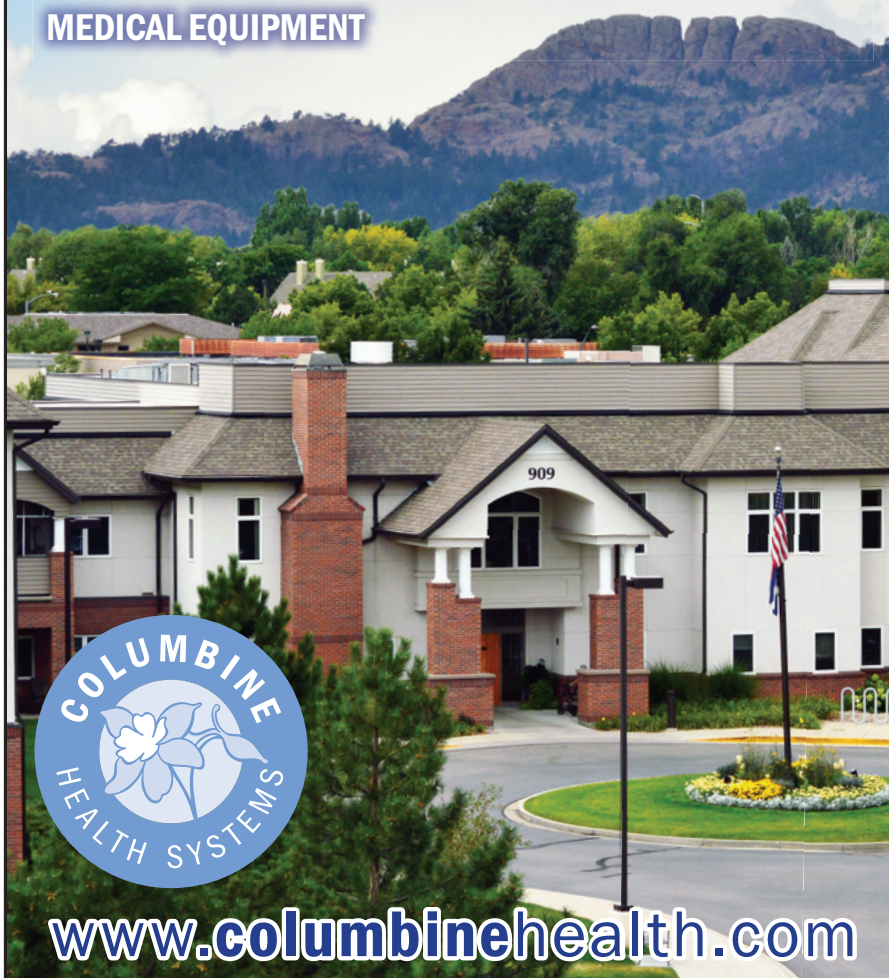
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## BUSINESS NEWS DIGEST

# Startup weeks spotlight local innovation economies

*What follows is a compilation of recent news reported online by BizWest.com. Find the full stories using the search window at the top of the homepage.*

With three cities in the region hosting startup weeks, it might be easy to wonder just how much time area entrepreneurs will be spending in their offices. But Fort Collins Startup Week founder Chris Snook says that's really the whole point. Entrepreneurs engrossed in building their companies wouldn't have time to simply ditch the desk for a few days bouncing from startup week session to startup week session if there weren't a benefit to their businesses. Boulder Startup Week kicked off May 11, with more than 100 events planned for the week and many of the city's startup celebrities taking part in panels and discussions on a wide range of topics. Fort Collins, meanwhile, will host its week May 26-31, and Longmont is hosting its first startup week June 1-5.

*Posted May 11.*

### Summit to eye Boulder's talent-driven economy

BOULDER — Boulder's talented workforce, and how it drives the local economy, will be examined at the eighth annual Boulder Economic Summit. Presented by the Boulder Economic Council along with a host of co-sponsors including BizWest, the summit will spotlight creative approaches that Boulder companies are taking to optimize employee attraction and engagement. Keynote addresses will be delivered by Rich Wobbekind, senior associate dean of the University of Colorado Boulder's Leeds School of Business, and Kendra

Prospero, a recruiter and career counselor at Turning the Corner LLC. The summit will be held from 7:30 a.m. to noon Thursday, May 21, in the Glenn Miller Ballroom at the University Memorial Center on the CU Boulder campus. Registration is \$65 for Boulder Chamber members and \$85 for others, and can be made at [bouldereconomiccouncil.org](http://bouldereconomiccouncil.org).

*Posted May 11.*

### Milliken restaurant nixes 'White Appreciation Day'

MILLIKEN — A barbecue restaurant in Weld County has retracted its plan to give white customers a 10 percent discount and instead will offer the savings to all diners after widespread criticism. Edgar Antillon, owner of Rubbin' Buttz BBQ and Country Cafe in Milliken, hung a sign reading "White Appreciation Day! June 11th. Because all Americans should be celebrated!!" which gained attention on social media. Soon, Antillon had changed the description of the event to include a discount for all races. Antillon, who was born to Mexican parents, pointed to Black History Month and Hispanic Heritage Month. He said he figured "the least we could do is offer one day to appreciate white Americans."

*Posted May 11.*

### Magazine ranks state 11th best for business

In the eyes of chief executives, Colorado's business environment is climbing the ladder according to a new report. Chief Executive magazine released its 2015 Best and Worst States for Business survey, and Colorado was ranked 11th, five spots better

► See **Digest, 6**

## CORRECTIONS

*BizWest will correct any errors that appear in its pages. To suggest a correction or clarification, please contact Executive Editor Jerd Smith at 303-630-1951, or email at [jsmith@bizwestmedia.com](mailto:jsmith@bizwestmedia.com).*

# BizWest

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# Intrado vets helping public-safety startups

BY DOUG STORUM

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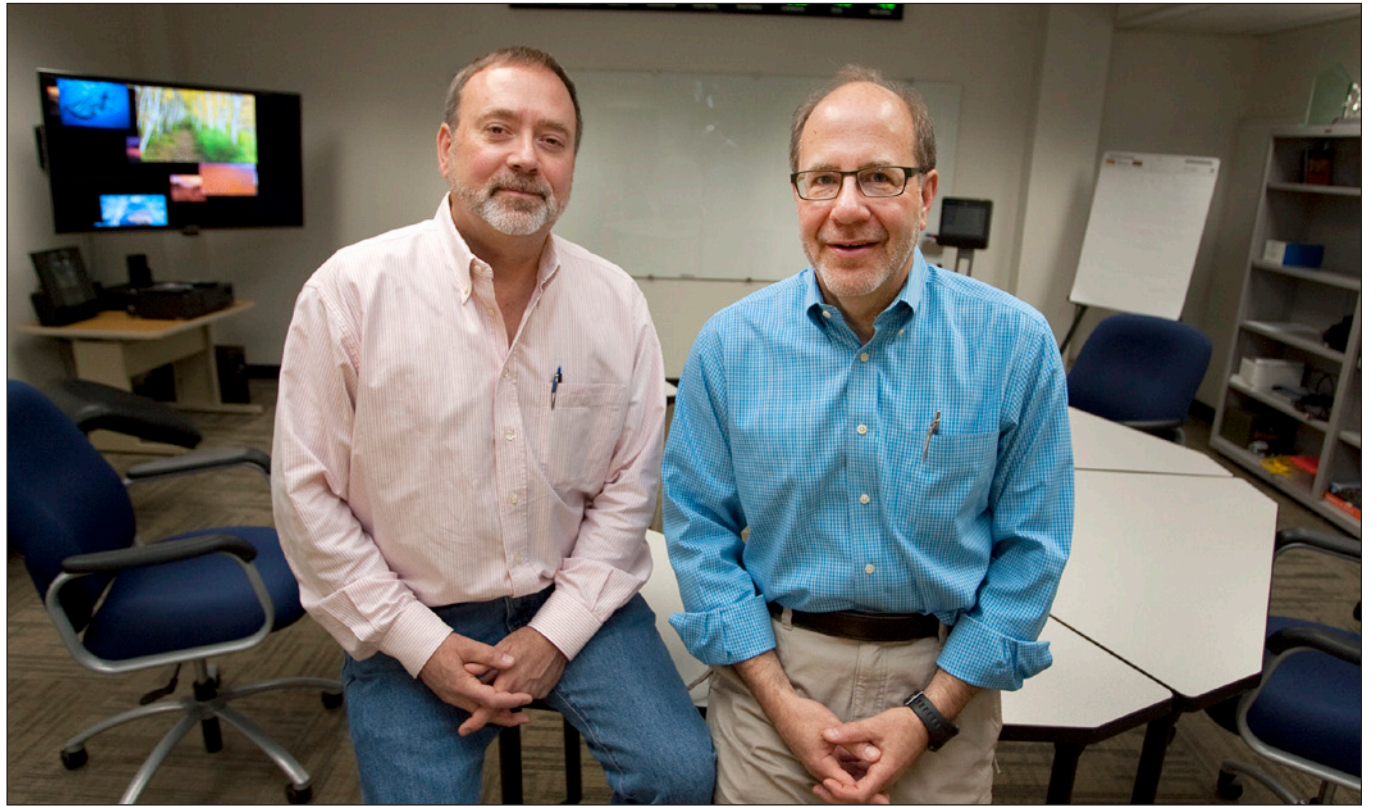
LONGMONT — George Heinrichs and Stephen Meer spent 35 years building Intrado Inc. into one of the largest public-safety companies providing 911 services.

Now, more than a year after retiring from the Longmont-based company, they are ramping up another company, Public Safety Ventures, a private-equity firm that provides venture capital and industry know-how to startups that serve the public-safety sector.

“We have a list of things missing from the landscape,” Meer said, without divulging them. “They are good business opportunities,” and include wireless communications and tech devices used in improving safety procedures in law enforcement, government agencies and health care among others.

Heinrichs and Meer have set up shop on the ground floor of the former *Times-Call* building at 350 Terry St. in Longmont.

They brought on partners who have experience in areas of public safety and technology who they met while running Intrado – from their time as entrepreneurs and sheriff’s deputies when they launched 911-services company SCC Communications



JOEL BLOCKER / FOR BIZWEST

Intrado Inc. co-founders George Heinrichs, left, and Stephen Meer retired from the 911 communication-services company in 2014, but recently started Public Safety Ventures in Longmont, a private-equity firm that backs and advises companies in the public-safety market.

Corp. in 1979, later raising venture funding, changing its name to Intrado, going public on the Nasdaq exchange and being acquired by a larger public company for approximately one-half billion dollars.

Heinrichs and Meer were inducted into the Boulder County Business Hall of Fame in 2006. They are serving as PSV’s managing partners and have brought on operating partner Terry Gold, founder

of Gold Systems, a communications and speech recognition software company in Boulder; general partner Jim Davis, a former FBI agent who, after leaving the

► See **Intrado**, 27



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**DIGEST** from 4

than last year. Texas took the top spot for the 11th year in a row, followed by Florida, North Carolina, Tennessee and Georgia. The rankings were based on a survey of 511 CEOs across the US measuring states on taxes and regulations, quality of the workforce, and living environment, including things such as quality of education, cost of living and crime rates. Rounding out the top 10 were Indiana, Louisiana, Nevada, Arizona and South Carolina. As for the worst states for doing business? California was ranked 50th in the country behind New York (49), Illinois (48), New Jersey (47) and Massachusetts (46).

*Posted May 8.*

**Firm plans Uber-like health-care approach**

FORT COLLINS — A pair of Fort Collins brothers are getting set to launch what they're calling an "Uber-like" experience for health care targeted at self-pay patients and those with high-deductible insurance plans. Cutting out the lengthy payment process patients and providers must go through with insurance companies, MyChoiceMD will provide an online marketplace where providers can connect with patients directly with set prices for various services. Patients pay up front, often much lower prices than they would if they simply walked

in to a clinic with or without a regular appointment. Providers, meanwhile, get paid within days of the patient visit, cutting out much of the cost associated with waiting for payments from insurance companies.

*Posted May 7.*

**Beet Street cancels 2015 Streetmosphere**

FORT COLLINS — The eight-week "Streetmosphere" event that brought performing arts to downtown Fort Collins for the past four summers will not be held in 2015. The board of directors of Beet Street decided to cease efforts to produce

this summer's season, said board president Bruce Freestone. Struggles with both staffing and funding issues after a 2014 reorganization split Beet Street from the Arts Incubator of the Rockies led to the decision, he said.

*Posted May 7.*

**Water Pik ads back on TV after decades**

FORT COLLINS — Water Pik Inc. has launched its first national television advertising campaign since the late 1980s, featuring its line of water-jet flossers and other oral health-care products. The ads, which vary in length from one to five minutes, feature the Fort Collins-based company's Professional Designer Series, which is being bundled with an additional cordless water flosser and travel pouch, 11 flossing tips with storage case, two Nano-Sonic toothbrushes and two replacement brush heads. The return to television advertising was a careful, deliberate process, said Richard Bisson, who has been president and chief executive of the company since 2006. "We had just sort of gone dark, and had to rebuild once we went private."

*Posted May 6.*

**Comfort Suites Hotel planned for Johnstown**

JOHNSTOWN — Fort Collins-based Spirit Hospitality LLC has purchased land at 2534, a mixed-use development in Johnstown, where it plans to build a 93-room Comfort Suites hotel. Spirit paid \$1,164,000 for 2.61 acres to 2534 Retail Phase II LLC, an affiliate of Fort Collins-based Chrisland Real Estate Cos., one of three developers of the project. The deal closed April 30. The 113,537-square-foot hotel will be adjacent to Bank of Colorado. Plans include a large indoor pool area with a water slide extending outside of the building.

*Posted May 5.*

**Senator, gov to speak at transportation summit**

GREELEY — U.S. Sen. Cory Gardner, R-Colo., and Gov. John Hickenlooper are scheduled to be among the speakers at a free public forum on June 15 that will bring together political and business leaders to discuss future transportation needs along the northern Front Range and how to pay for them. Presented by Weld County with co-sponsors including BizWest, the Northern Colorado Regional Transportation Summit 2015 will be held from 7:30 a.m. to 2 p.m. at the Island Grove Regional Park events center in Greeley. The breakfast, lunch and forum are free and open to the public. To register, call 970-304-6496 ext. 3762 or email [jflesher@weldgov.com](mailto:jflesher@weldgov.com) and put "Transportation Summit 2015" in the subject line. Registration deadline is June 9.

*Posted May 5.*



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# HEALTH CARE

9 Assisted-Living Centers  
10 Independent-Living Centers  
11 Skilled Nursing Facilities

## Centura's push into Boulder County to grow

BY JOSHUA LINDENSTEIN

jlindenstein@bizwestmedia.com

LONGMONT — Centura Health's pending acquisition of Longmont United Hospital is likely just the beginning of a deeper push into Boulder County for the health-care system.

A Centura official said recently that plans also would come to light within the next six months or so for neighborhood health centers serving the county. At least one would be located in Boulder County specifically, although the exact location is unknown so far.

Sharon Burnette, group director of marketing and communications for Centura, said it's difficult to tell exactly what those plans look like until the closure of the LUH transaction, which she said is expected sometime around early June.

"At this point, we just want to get through the next 30 days," Burnette said.

Burnette said everything still is on track for the LUH acquisition, with the two sides working through final



COURTESY CENTURA HEALTH

Centura Health says that it will likely open one or more neighborhood health centers in Boulder County, similar to this Weld County facility in Dacono. It is close to completing its purchase of Longmont United Hospital as well.

details.

"We don't anticipate any problems at all," Burnette said. "We just still don't have final approval yet."

Centura's only presence in Boulder County so far has been Avista

Adventist Hospital in Louisville. The rapid push by Centura to open neighborhood health centers is part of the system's larger Colorado Health Neighborhoods initiative to bring more access points closer to patients,

particularly for primary care.

Peter Powers, Longmont United's vice president for strategic planning and operations, said LUH officials do anticipate a neighborhood health

► See **Health centers, 8**



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**HEALTH CENTERS** from 7

center in Longmont at some point.

"The neighborhood health centers underscore the importance of access to primary care," Powers said.

Centura, a joint venture of Catholic Health Initiatives and Adventist Health, which has 15 hospitals in Colorado and western Kansas, has been aggressive in opening the neighborhood health centers. An 11,000-square-foot facility opened in Dacono in October in between openings of centers in Westminster and Thornton last year. Another, in Arvada, opened May 9, and two more in Golden and Lakewood are slated for June openings.

The neighborhood health centers

vary in size and scope of services offered depending on the specific needs of each community, Burnette said. Those services can include primary care, specialty providers, wellness and health-related classes, diagnostic imaging and 24-hour emergency rooms.

While the neighborhood health center on Church Ranch Boulevard in Westminster is 47,000 square feet and includes a freestanding ER, the Dacono model is more typical.

The Dacono center includes primary care, women's care services, lab services and imaging. Burnette said there are also plans to rotate specialists to the site on certain days

of the week based on needs. The center does not feature urgent care, so appointments must be made. But Burnette said the clinic does offer same-day appointments and more flexible hours, with some late evening and Saturday hours.

The standard 11,000-square-foot model that Centura is building at many of its sites generally includes 10 to 12 employees. The size of those centers grows to about 22,000 square feet if they include a freestanding ER as does the new location in Arvada.

Burnette said she couldn't speculate on whether a future neighborhood health center in Boulder County

might include a freestanding ER or how big it would be.

"I think the real message is we'll explore all markets to determine what the need is to greater access points," Burnette said.

Centura's acquisition of LUH and the possibility of a neighborhood health center are parts of what has turned into a health-care arms race of sorts in the 90,000-person community of Longmont.

UCHealth last month submitted preliminary plans to the city for a 172,000-square-foot hospital with 50 to 75 beds, on which it hopes to break ground this year. Late last year, UCHealth also purchased the Longmont Clinic, just across Mountain View Avenue from LUH. And UCHealth also recently inked a deal to acquire a majority stake in Texas-based Adeptus Health's First Choice Emergency Rooms in Colorado. One of these is planned for the intersection of Main Street and 21st Avenue in Longmont.

LUH officials expressed concerns at the time UCHealth announced its plans to build a Longmont hospital that doing so seemed to be a counterintuitive duplication of services in Boulder County, which also has hospitals in Boulder, Lafayette and Louisville. But LUH officials said then – and Burnette maintained recently – that UCHealth's ambitious plans pose no threat to Centura's acquisition of LUH.

"For us it is business as usual," Burnette said, "and we will continue to move forward with this arrangement."

For LUH, the benefits of being part of Centura would be many, Powers said. Those include economies of scale that come with being part of a larger system, giving LUH access to more sophisticated technology such as Centura's electronic medical records system. Powers said he also expects that certain services would be added as a result of the acquisition, but said such specifics haven't yet been worked out.

He did add that the Centura acquisition should bring costs down for LUH patients.

"Centura has proven that they are a very high-quality, low-cost provider," Powers said. "The value that Centura is able to deliver was a strong point for us. In the future, I think the high-cost systems will have problems competing because they will be shut out of networks."

One thing that likely wouldn't change, Powers said, is LUH's service area. Right now that includes Longmont and the "Tri-Towns" area of Frederick, Firestone and Dacono. It also reaches into Berthoud and Loveland on a smaller scale.

"Our service area now wouldn't change," Powers said. "We would just be hooked into a much larger system."

*Joshua Lindenstein can be reached at 303-630-1943, 970-416-7343 or [jlindenstein@bizwestmedia.com](mailto:jlindenstein@bizwestmedia.com). Follow him on Twitter at @joshlindenstein*



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# BIZWEST LIST Assisted-Living Centers - Northern Colorado

Ranked by capacity

RANK	Company	Capacity Profit status	Amenities	Phone Website	Person in charge Title Year founded
1	Park Regency Assisted Living 1875 Fall River Drive Loveland, CO 80538	104 For Profit	Meals, entertainment, trash removal, beauty services, on-site physical and occupational therapists and diabetes management programs.	970-461-1100 www.parkregency.us	Keith Rohlack administrator 2007
2	New Mercer Commons 900 Centre Ave. Fort Collins, CO 80526	90 For Profit	Offering assisted, assisted plus and secure memory care all within one facility. Offering the opportunity for recreational, spiritual, community, and cognitive activities.	970-495-1000 www.columbinehealth.com	Gina DiGiallonardo administrator 1994
3	MorningStar Senior Living of Fort Collins 3509 Lochwood Drive Fort Collins, CO 80525	79 For Profit	Tropical aquariums, all weather patios, restaurant style dining, three executive chef prepared meals, weekly housekeeping and laundry services	970-999-8790 www.morningstarseniorliving.com	Melonie Tindall executive director 2003
4	Inglenook at Brighton 2195 E. Egbert St. Brighton, CO 80601	78 For Profit	Housekeeping, meals, transportation, 24-hour staff, one-on-one care, all maintenance.	303-659-4148 www.inglenookatbrighton.com	Mary-Jo Wright executive administrator 1980
5	The Bridge at Life Care Center of Greeley 4750 25th St. Greeley, CO 80634	70 For Profit	Transportation, travel program, activities, spa services, Palliative Care Program.	970-339-0022 www.thebridgeatgreeley.com	Mindy Rickard general manager 1998
6	Collinwood Assisted Living and Memory Care 5055 S. Lemay Ave. Fort Collins, CO 80525	66 Nonprofit	Anytime dining, spiritual support, memory care.	970-223-3552 www.bethesdaseniorliving.com	Kristen Jacoby executive director 1993
7	Grace Pointe Continuing Care 1919 68th Ave. Greeley, CO 80634	62 For Profit	Professional chef and dietician on staff. Each area of the building has own dining room and entrance creating less traffic and more of a home-like ambiance. Apartments and suites.	970-304-1919 www.gracepointegreeley.com	Deb Majors administrator 2009
8	Good Samaritan Society - Loveland Village 2101 S. Garfield St. Loveland, CO 80537	60 Nonprofit	Paid utilities, scheduled transportation, 24-hour emergency call system, laundry facilities, carpet and window coverings, grounds maintenance.	970-669-3100 www.good-sam.com	Lisa Melby executive director 1972
9	Columbine Commons 1475 Main St. Windsor, CO 80550	60 For Profit	Registered dietitians, housekeeping and laundry services, transport for medical services, activities seven days a week.	970-449-5540 www.columbinehealth.com	Palmer Withrow administrator 2013
10	Garden Square at Westlake 3151 W. 20th St. Greeley, CO 80634	56 For Profit	Personal care services, 24-hour staff, laundry, housekeeping, activities, transportation and respite care.	970-346-1222 www.gardensquareatwestlake.com	Susan Benavides administrator 1997
11	Good Samaritan Society - Bonell Community 708 22nd St. Greeley, CO 80631	56 Nonprofit	Wellness center with warm water therapy, walking paths, daily activities and outings, special dining events.	970-352-6082 www.good-sam.com	Ruth Leitel executive director 1937
12	Sterling House of Loveland 2895 N. Empire Ave. Loveland, CO 80538	54 For Profit	Transportation, seven-day-a-week nursing and therapist services, home health care.	970-667-9500 www.brookdale.com	Greg Brown executive director 1999

Regions surveyed include Larimer and Weld counties and the city of Brighton.

Researched by Mariah Tauer



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# BIZWEST LIST Independent-Living Centers - Northern Colorado

Ranked by capacity

RANK	Company	Capacity Profit status	Amenities	Phone Website	Person in charge Title Year founded
1	Good Samaritan Society - Loveland Village 2101 S. Garfield St. Loveland, CO 80537	250 Nonprofit	Paid utilities, scheduled transportation, 24-hour emergency call system, laundry facilities, carpet and window coverings, grounds maintenance.	970-669-3100 www.good-sam.com	Lisa Melby executive director 1972
2	Good Samaritan Society - Water Valley 805 Compassion Drive Windsor, CO 80550	140 Nonprofit	Full kitchen, washer and dryer and heated underground parking.	877-614-4206 www.good-sam.com	John McElderry executive director
3	Rigden Farm Senior Living 2350 Limon Drive Fort Collins, CO 80525	121 For Profit	Library with iMac computers and business center, Sky Lounge, Bistro, Fitness Center, Activities Room, Greenhouse, Patio and Garden, Theatre, Beauty Parlor and Salon	970-224-2700 www.rigdenfarmseiorliving.com	Christi Murfitt executive director 2006
4	Inglenook at Brighton 2195 E. Egbert St. Brighton, CO 80601	112 For Profit	Housekeeping, meals, transportation, 24-hour staff, one-on-one care, all maintenance.	303-659-4148 www.inglenookatbrighton.com	Mary-Jo Wright executive administrator 1980
5	The Winslow 909 Centre Ave. Fort Collins, CO 80526	105 For Profit	Independent living services.	970-492-6200 www.columbinehealth.com	Jackie Cisco manager 2005
6	Greeley Place Independent Retirement Residence 1051 Sixth St. Greeley, CO 80631	102 For Profit	Holiday retirement, all-inclusive rent includes three meals daily, utilities, housekeeping, bus, activities. Management on site 24/7.	970-351-0683 www.greeleyplace.com	Diane Meyer manager 1971
7	The Worthington 900 Worthington Circle Fort Collins, CO 80526	94 For Profit	Continental breakfast, lunch, and dinner. Weekly housekeeping and linen service. Beauty shop. Full activities and programs. Van transportation for medical appointments. Maintenance.	970-490-1000 www.columbinehealth.com	Jody Kugler manager 1992
8	The Wexford 1515 W. 28th St. Loveland, CO 80538	94 For Profit	Meal plans, housekeeping and linen services, utilities, transportation, activity programs and emergency call system.	970-667-1900 www.columbinehealth.com	Karen Cummings director 1971
9	Sterling House at the Orchards 215 Shupe Circle Loveland, CO 80537	73 For Profit	Mountain views, activities, multiple social areas, elegant setting, home health and therapy services.	970-622-0012 www.brookdale.com	Jim Sanner executive director 1998
10	Good Samaritan Society - Bonell Community 708 22nd St. Greeley, CO 80631	66 Nonprofit	Wellness center with warm water therapy, walking paths, daily activities and outings, special dining events.	970-352-6082 www.good-sam.com	Ruth Leitel executive director 1937
11	Good Samaritan Society - Fox Run Senior Living 1720 W. 60th Ave. Greeley, CO 80634	48 Nonprofit	Media room, game room, fitness, chapel, salon, transportation, garages, storage, full kitchen, washer/dryer in each apartment.	970-353-7773 www.good-sam.com	Ruth Leitel executive director 1922
12	Good Samaritan Society - Fort Collins Village 508 W. Trilby Road Fort Collins, CO 80525	34 Nonprofit	Apartments include utilities, meals in the Fireside dining room, complimentary transportation system, housekeeping and laundry services, emergency call system, on-site chapel and chaplain.	970-226-4909 www.good-sam.com	Fred Pitzl administrator 1973

Region surveyed includes Larimer and Weld counties and the city of Brighton.

Researched by Mariah Tauer



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# BIZWEST LIST Skilled-Nursing Facilities - Northern Colorado

Ranked by number of licensed beds.

RANK	Facility	No. licensed beds Profit Status	Special services	Phone/Fax Email Website	Person in charge Title Year founded
1	<b>Good Samaritan Society - Bonell Community</b> 708 22nd St. Greeley, CO 80631	210 Nonprofit	Housing, services and care for seniors.	970-352-6082/970-356-7970 dgoodman@good-sam.com www.good-sam.com	Ruth Leitel executive director 1937
2	<b>North Shore Health &amp; Rehab Facility</b> 1365 W. 29th St. Loveland, CO 80538	136 For Profit	Skilled rehabilitation, long-term care, hospice unit, physical and occupational therapy, speech language pathology and a registered dietician.	970-667-6111/970-667-2460 N/A www.columbinehealth.com	Clark McLaurin Administrator 1962
3	<b>Lemay Avenue Health and Rehabilitation</b> 4824 S. Lemay Ave. Fort Collins, CO 80525	130 For Profit	Rehab facilities, secure memory care unit.	970-482-1584/970-482-4134 N/A www.columbinehealth.com	Joe Lamastra administrator 1971
4	<b>Life Care Center of Greeley</b> 4800 25th St. Greeley, CO 80634	124 For Profit	Inpatient and outpatient rehabilitation with physical, occupational and speech-language pathology.	970-330-6400/970-506-1370 N/A www.lcca.com	Jason Reed 1998
5	<b>Centennial Health Care Center</b> 1637 29th Avenue Place Greeley, CO 80631	118 For Profit	Neurological and orthopedic rehabilitation, sub-acute care, all-female secured Alzheimer's unit, physical, occupational and speech therapists on staff.	970-356-8181/970-378-2520 N/A www.savaseniorcare.com	Greg Bretsch administrator 1973
6	<b>Sierra Vista Health Care Center</b> 821 Duffield Court Loveland, CO 80537	114 For Profit	Secured dementia care unit, rehabilitation services, pain management, wound and stroke therapy.	970-669-0345/970-667-4238 vladams@savasc.com www.savasc.com	Tina Barker administrator 1960
7	<b>Windsor Healthcare Center</b> 710 Third St. Windsor, CO 80550	112 For Profit	Progressive care center, rehabilitation services, physical, occupational, speech and wound therapy. Mixed gender and all-male Alzheimer's secured units.	970-686-7474/970-674-8803 lmschneider@SavaSC.com www.savaseniorcare.com	Jennifer Reaume administrator 1968
8	<b>Good Samaritan Society - Loveland Village</b> 2101 S. Garfield St. Loveland, CO 80537	104 Nonprofit	Secured memory care, physical, occupational and speech therapies, long-term and skilled care. Assisted living, Colorado home care, independent living.	970-669-3100/970-663-4526 hturner2@good-sam.com www.good-sam.com	Lisa Melby executive director 1972
9	<b>Columbine West Health &amp; Rehab Facility</b> 940 Worthington Circle Fort Collins, CO 80526	102 For Profit	Rehabilitation, dementia unit, hospice, transportation, activities, beauty shop, courtyards and music therapy.	970-221-2273/970-221-9156 columbinewest@columbinehealth.com www.columbinehealth.com	Joy Schmitt administrator 1988
10	<b>Rehabilitation and Nursing Center of the Rockies</b> 1020 Patton St. Fort Collins, CO 80524	96 For Profit	Rehabilitation therapies, respite care, long term care.	970-484-7981/970-484-8103 dwagner@mcrhealth.com www.mcrhealth.com	Tony Hanlon administrator 2000
11	<b>Centre Avenue Health &amp; Rehab Facility</b> 815 Centre Ave. Fort Collins, CO 80526	90 For Profit	Rehabilitation, sub-acute care, long term care, hospice care. Skilled nursing care, nurse practitioners, physical, occupational, respiratory and speech therapy.	970-494-2140/970-494-2141 Erik.Margolis@columbinehealth.com www.columbinehealth.com	Erik Margolis administrator 2001
12	<b>Berthoud Living Center</b> 855 Franklin Ave. Berthoud, CO 80513	76 For Profit	Skilled nursing and progressive care center, rehabilitation services and wound therapy.	970-532-2683/970-532-0602 N/A www.savaseniorcare.com	Vicki Adams administrator 1960

Regions surveyed include Larimer and Weld counties and the city of Brighton.

Researched by Kiley Gant



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# Report: Insurers skirt health law's protections for women

## Trade group CEO: Study paints distorted picture

BY CARLA K. JOHNSON

The Associated Press

Some insurance plans offered on the health overhaul law's new marketplaces violate the law's requirements for women's health, according to a new report from a women's legal advocacy group.

The National Women's Law Center analyzed plans in 15 states over two years and found some excluded dependents from maternity coverage, prohibited coverage of breast pumps or failed to cover all federally approved birth control methods.

The report calls for regulators to do a better job reviewing the plans and for insurers to comply with the law. It calls for more public access to health plan coverage documents, especially as people comparison shop for coverage.

Gretchen Borchelt of the NWLC said violations leave women "without the coverage they need."

"The health-care law has done so much for women. We now need to make sure it reaches every woman and every woman gets the full range of benefits required by the law," Borchelt said.

Karen Ignagni, chief executive of the trade association America's Health Insurance Plans, said the report presented a distorted picture.

"Health plans provide access to care for millions of women each day and receive high marks in customer satisfaction surveys," she said. "To use highly selective anecdotes to draw sweeping conclusions about consumers' coverage does nothing to improve the quality, accessibility or affordability of health care for individuals and families."

Health and Human Service Department spokeswoman Katie Hill said the Obama administration takes "reports of noncompliance very seriously," will continue to provide guidance to insurers and states, and "will explore whether additional measures are necessary."

"Thanks to the (Affordable Care Act), tens of millions of women have gained access to and are using much-needed health care," Hill said.

Under the health law, most health insurance plans must cover all Food and Drug Administration-approved contraceptives as preventive care for women, free to the patient. The idea is to help women determine when they get pregnant and to increase the number of healthy newborns.

The report found 15 insurance companies in seven states that failed to cover all the FDA-approved contraceptives. For instance, a Wisconsin plan excluded sponges. A South

Dakota plan wouldn't cover a long-lasting hormonal method that involves a small rod implanted under the skin of a woman's upper arm.

Other plans required financial cost-sharing for some birth-control methods but not others, according to the report.

Problems cited by the report included one Tennessee plan that wouldn't cover maternity coverage for dependents, which could include spouses or offspring under age 26. Plans in Colorado and South Dakota limited the number of ultrasounds a pregnant woman could receive.

### ONLINE

National Women's Law Center:  
<http://www.nwlc.org>

An Alabama health plan capped the number of prenatal visits at six a year.

Health plans in Colorado, Ohio and Tennessee excluded breast pumps from coverage in 2014, the report said.

The analysis found problems with at least one health plan in every state, including on both state-run marketplaces and states relying on the federal

HealthCare.gov exchange. The states included in the report are Alabama, California, Colorado, Connecticut, Florida, Maine, Maryland, Minnesota, Nevada, Ohio, Rhode Island, South Dakota, Tennessee, Washington and Wisconsin.

Most health plans are complying with the law, Borchelt said, so the violations wouldn't affect all of the roughly 6 million women covered on the marketplace.

"We want insurance companies to step up and regulators to do a better job of enforcing the requirements," Borchelt said.



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JONATHAN CASTNER / FOR BIZWEST

Steve Schmutzer, left, and Patrick Bols co-founded Fort Collins-based Firefly Medical Inc. and the startup recently won an Edison Award for the IVEA, a device that allows patients to be moved safely, despite being hooked up to numerous medical devices.

# FoCo startup targets patients' mobility

*Device hoped to free up staff, cut health costs*

BY DALLAS HELTZELL  
 dheltzell@bizwestmedia.com

FORT COLLINS — Next time you visit a patient in the hospital, you might notice a gadget standing next to the bedside that looks a bit like a Segway, that personal motorized scooter that inventor Dean Kamen introduced more than a decade ago.

But it's not. It's probably an IVEA. It can serve the same function as the pole from which that familiar clear bag of intravenous solution hangs — a pole that was invented in 1918 and has changed little since then. But the IVEA also can help the patient walk around — “ambulate,” in hospital-speak — while connected to that IV bag instead of being confined to a wheelchair or relying on an awkward walker.

The IVEA is the brainchild of Steve Schmutzer, who co-founded Firefly Medical Inc. in 2013 to patent and develop the device that he believes can not only aid patients but save work for hospital staff as well.

“In a previous life, I was a registered nurse at Poudre Valley Hospital,” Schmutzer said. “I’ve done a lot of things since then” — in the graphics, apparel and custom-shipping industries — “and business taught me about business and about myself. But the IVEA represents coming full circle for me, back to my first profession. It was born out of that experience, and I let myself create it in my head.”

That experience included memories of how it took two or three nurses to move a patient around while he or she was connected to several things at the same time such as monitors, oxygen tanks, chest-tube drainage systems, catheter bags, IVs and power strips.

The IVEA can hold all those things at once, Schmutzer said, whether in a stationary position at a bedside or as the patient ambulates. The wheels can be locked or unlocked, and its ergonomic design assists the patient from a sitting to a standing position and back.

“I deliberately sought the input of more than 150 nurses and clinicians in designing this,” Schmutzer said. “The creative process was much more clinician oriented.”

► See **Mobility, 15**

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**MOBILITY** from 14

“It’s a full-infusion support system,” he said. “Anything you can mount to an IV pole, you can mount to this, and it should only require one staffer to assist, so it frees up other nurses to go to their other patients.”

One of those Northern Colorado nurses who was among the first to try out the IVEA prototype was Paige Nichols, who especially liked its labor-saving aspect.

“Every nurse wants to do what’s best for their patients,” she said, “but time and staff are precious resources in short supply. If I have to wait for another nurse to come and help me ambulate a patient, it might not happen. With the IVEA, we can get the patient up and moving on our own, and know that we’ve done what’s best for them.”

That labor-saving aspect isn’t the only cost-cutting advantage Schmutzer sees. He said he expects the IVEA to help protect caregivers from injury by giving the patient the opportunity to rely on the equipment rather than the nurse for physical support. If a patient can be safely mobilized sooner, he said, it can lead to an earlier discharge and

**ONLINE**

<http://www.iveamobility.com>

an improved outcome.

The 30-pound gadget is height-adjustable, to fit everyone from small children to tall adults, he said, and its design positions the patient’s weight to add stability and keep it from tipping over.

Most falls occur between the hospital bed and the bathroom, Schmutzer said, so the IVEA can fit through doorways as small as 30 inches and can pivot 360 degrees, with a patient, inside a five-foot

diameter circle.

His design went to a manufacturer in China last fall, and he hopes to begin distribution soon.

“We’ll have the first commercial inventory in a couple of weeks,” he said. “We’re filling out contracts with distributors, and we’ll be able to fill orders by the end of the month.”

The marketing should be aided by a silver medal for extraordinary innovation and design that the IVEA won April 23 at the 2015 Edison Awards in New York.

“We’ll market it to health-care facilities – primarily hospitals, med-

ical-surgical environments, wherever you have patients who are not bed-bound,” Schmutzer said. He envisions a price point of less than \$2,000 apiece – but cheaper when bought in volume.

“The idea is to be at every bedside,” he said, “to replace the IV pole, the walker and the O2 caddy.”

And it’ll be left to the hospital’s staff to explain to visitors that what’s parked at the patient’s bedside isn’t a Segway.

*Dallas Heltzell can be reached at 970-232-3149, 303-630-1962 or [dheltzell@bizwestmedia.com](mailto:dheltzell@bizwestmedia.com). Follow him on Twitter at @DallasHeltzell.*

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## BUSINESS ANSWERS TO PRESSING B2B MATTERS

### REAL ESTATE

#### Assessed Valuations

Many of our customers have been scratching their head after receiving their Property Valuation postcards from the County Assessor. "My property value went up how much?! Can this be right?!" For the most part the answer is "yes." Based on the numbers we track, prices have been on a strong upswing since the beginning of 2012. Average prices this year in Fort Collins for example are 15.3% higher than last year.

We are asked to pay our fair share of property taxes and yet some of our customers do not believe their valuations were "fair." One saw his property value go up 85% compared to two years ago. Another owner had a 48% increase while his next door neighbor only had 19%. The good news is, values are up!

One thing to know about the methodology is that the County is basing their value on what they think your property was worth on January 1, 2015. They only use sales data up until June 2014. If you plan to protest your taxes, you cannot use comparable sales from the last six months of 2014.

*Our company has created a one-page outline that explains the valuation and protest process. To receive a free copy, contact us at [fortcollins@windermere.com](mailto:fortcollins@windermere.com).*



**Eric Thompson**  
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Windermere Services  
Colorado



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### HEALTH CARE

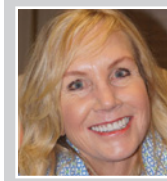
#### Columbine Health Systems' Independent Living in Loveland

Columbine Health Systems' Independent Living Facilities have so very much to offer. It is no wonder that new residents to **The Wexford**, in Loveland, often tease about their new lifestyle when they first move in. "Am I on vacation or do I live here?" can be heard over and over.

Restaurant style dining, housekeeping, transportation, exercise classes, and a wide variety of cultural outings keep the residents socially engaged, physically active and well nourished. Favorite activities include Wii bowling and pie socials.

Columbine Health Systems also offers a wide variety of ancillary services in the comfort of their apartment, including Bloom at Home non-medical home care, Medical Equipment Services, Physical and Occupational Therapy, as well as, our Centre Pharmacy.

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**Karen Cummings**  
Manager



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**HOUSING** from 1

**Proposed affordable-housing fees**

The following chart shows proposed rates for an affordable-housing linkage fee based on a 2009 study conducted by TischlerBise and adjusted for cost increases. Fee amounts are based on square footage, \*except where noted, and type of use.

Type of Use	\$ per Square Foot*
Retail/restaurant	\$6.96
Business park	\$7.70
Office	\$9.53
Hospital	\$8.23
School	\$2.24
Mini-warehouse	\$0.09
Warehouse	\$3.11
Light industrial	\$5.62
Nursing home (per bed)	\$877.64
Day care (per student)	\$389.60
Lodging (per room)	\$1,072.44

Source: BIZWEST Research

to address the council.

The council considers this to be an interim ordinance that could be revised after a new study is conducted in the future.

Most council members believe the city has missed an opportunity to fully capitalize on the building boom in Boulder. In 2010, the council chose not to enact an affordable-housing fee after a study conducted in 2009 by TischlerBise that recommended a fee schedule with varying prices depending on a building's use.

"When you are in a boom is the right time to let some of that cash being made, the profits being made, go for the community good," Councilman Sam Weaver said. "It is reasonable to expect our strong economy will continue, even in light of the linkage fees."

On the other end of the spectrum, Councilman George Karakehian said, "We should do nothing until we get the study back. ... This whole thing is a mistake. I think this is a rush, and we need to sit back and do it the right way." Karakehian said he considered voting no on principle, but ultimately voted yes with the rest of the council.

Developer Andrew Bush of Morgan Creek Ventures told the council it has "the cart before the horse," and there needs to be more discussion with developers.

"I think you're not seeing many developers come forward because they don't know this is going on, or they fear retaliation if they confront the council," he said at a recent council meeting.

Councilwoman Suzanne Jones said, "Developers are going to feel some pain, but they will be helping us solve a huge problem."

The council wants to phase in payments, possibly 25 percent every quarter starting when a building

permit is issued, allowing time for projects to start generating revenue to help pay for the fee. Richstone said that would create an administrative burden for the department. "We would have to become bankers," she said. "We aren't set up for that."

The city's staff is suggesting the proposed fees become effective Sept. 7, allowing some projects already in the pipeline to acquire building permits at the previous rates and avoiding paying the linkage fee, and giving developers of future projects time to plan for the added development cost.

Developers of commercial projects in Boulder already pay several impact fees that go toward transportation, police, fire and municipal facilities. The development excise fee earmarked for transportation is \$2.48 per square foot, and fees for police, fire and city buildings range from 2 cents to \$1.04 per square foot. Developers also pay a housing excise tax of 51 cents per square foot, which would be credited toward the new affordable-housing fee, Richstone said.

The proposed affordable-housing fee is based on a per-square-foot payment in some instances and on number of rooms, beds or students in other cases.

Betsey Martens, executive director of Boulder Housing Partners, the city's housing authority, said the rule of thumb is that people shouldn't spend more than 30 percent of their income on housing.

"There are so many people having trouble affording rent in Boulder," she said, pointing out that the average rent in Boulder is \$1,089. The Boulder Area Realtors Association reported that the average price of a home in Boulder reached an all-time high of \$946,000 in March.

Boulder Housing Partners either owns or operates about 30 percent of the affordable-housing inventory in the city, and the organization must apply for funds through the city's Affordable Housing Fund like other developers.

She said the city maintains 3,391 units that are considered affordable, and all of those are occupied. "Another 40,000 people qualify for affordable housing," she said. "We've gone to a lottery system to determine who gets one of our affordable units."

Martens said Boulder Housing Partners' board of directors has not taken a stance on the affordable-housing linkage fee.

**What they do elsewhere**

Developers in Aspen have been subsidizing affordable housing since 1976, said Chris Bendon, Aspen's community development director. He said developers can include affordable housing in projects, build affordable housing elsewhere in the city or pay a cash-in-lieu fee that goes toward building affordable housing.

Bendon said the cash-in-lieu fee

is \$150,000 per each job that new construction creates.

"We are considering raising that to \$200,000 per employee," he said. "We still have a strong demand for affordable housing. We have, 2,800 units, but we need more."

Fort Collins doesn't have a commercial or residential linkage fee tied to affordable housing, said Sue Beck-Ferkiss, a social sustainability specialist with the city.

She said the city hired Economic & Planning Systems Inc. in Denver to look at the possibility of introducing commercial linkage fees, but followed the consulting firm's recommendation not to in 2014.

"A commercial linkage fee, they said, would be counter-competitive along the Front Range," Beck-Ferkiss said, "and conditions didn't justify the fee."

Right now Fort Collins' affordable housing program receives federal funds plus the city's Affordable Housing Capital Fund that receives money from a dedicated sales tax that is expected to generate \$4 million over the next 10 years.

"It's a drop in the bucket," Beck-Ferkiss said, "but every drop counts/"

*Doug Storum can be reached at 303-630-1959, 970-416-7369 or dstorum@bizwestmedia.com.*

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## What to do when your industry stops growing

The Mercury 100 is a tremendously exciting survey. Here we have a wide array of businesses that are growing quickly and doing amazing things for Colorado.

From the outside, one might be tempted to explain away success because of the dynamic of individual industries – “a rising tide lifts all boats,” and all that.

That’s certainly true to some extent. When an industry takes off, whether construction or health care or craft beer, it creates opportunities for new companies to establish and grow rapidly. But notice that there are plenty of fast-growing businesses that have a longer history and took advantage of an upturn by expanding their thinking.

It’s fun and exciting to have all the customer demand you can handle. But what if that’s not the case in



**SMALL BUSINESS ADVISER**

*Carl Dierschow*

your industry?

This is where you want to focus on building a durable company, one which may weather the cycles for decades to come. That’s the real objective, right? To survive and thrive over the long term?

Sustainability, at its core, is built mostly on relationships – with loyal customers who want to stick with you, with employees who feel they’re doing something important and with partners who create strong win-win bonds.

The best time to build durability is not when you’re reacting to a downturn. It’s when things are going fairly well and you can invest for the future. Now may be the best time.

Invest in your culture. When you have a company where people want to contribute, you’ll attract better employees. You’ll also keep those employees longer, which means they’ll give more value to your business.

Invest in your people. When you develop skills and reward great contributions, your employees will develop a natural loyalty. Yes, there’s

➤ See **Dierschow, 28**

## I’m all a-twitter about TweetChats

Have you ever been on a TweetChat? Me neither, until last night.

I was a guest on Viveka Von Rosen’s weekly chat on Twitter about LinkedIn – called “LinkedIn-Chat.” It’s held every

Tuesday at 6 p.m. Mountain Time, and she gets huge audiences, given that she already has 82,000 followers on Twitter. In fact, records showed we had more than 13 million impressions that evening.

What in the world am I talking about? Yup, that was the same reaction I got from several of my friends and family when I was all a-twitter after our chat.

Today you don’t have to be on a physical stage or at a wooden podium to bring your product or service into the spotlight. You can bring the focus onto your busi-

ness by taking the lead online. You get potentially bigger audiences (much bigger!) and no preparation muss, fuss or travel needed.

Here are some of the ways you can shine on a digital stage these days: Webinars, TweetChats, Google Hangouts, podcasts, live-streaming shows and screen-sharing meetings. Don’t be afraid to try one – or two!

### Webinars

Think of these as online lectures. People usually use PowerPoints to talk from and they explain their slides one by one. They typically last about 50 minutes and then leave room for questions during the last 10 minutes. They are becoming synonymous with “webcasts,” which used to be strictly one-way communication – but with pervasive new technology, interaction is enabled. Now webinars and webcasts alike provide ways for people to ask questions and even “talk amongst themselves.”

Instead of slides, you can also

➤ See **Macomber, 29**



**MARKETING**

*Laurie Macomber*

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## BRIEFCASE

### CLOSINGS

Fort Collins-based **Omni Bio Pharmaceutical Inc.** (OTCBB: OMBP), a spinoff of University of Colorado technology, disclosed in a filing with the Securities and Exchange Commission that the company will cease operations. The filing stated that Omni Bio had been unsuccessful in raising funds and in its partnering and licensing efforts, making it unlikely that the firm could raise enough capital to continue operations.

**Bunz Burger Co.** closed after three months at 4235 S. College Ave. in Fort Collins, a space that previously had housed Greek restaurants Taverna and Akropolis.

### CONTRACTS

Fort Collins-based tech-startup incubator **Innosphere** is forming a partnership with Turkey's first private science and technology park. The **Bilkent Cyberpark**, started in 2002 by Bilkent University in Ankara, Turkey's capital, has about 240 high-tech companies, eight research centers and more than 3,300 research-and-development personnel. Among the goals of its accelerator program is to connect its companies to partners and customers in the United States.

More than \$4.3 million worth of contracts have been awarded to eight area companies for construction of the **Village at the Peaks** shopping center in Longmont. **NewMark Merrill Mountain States**, developer of the \$90 million, open-air retail project that replaces Twin Peaks Mall at 1250 S. Hover St., awarded contracts to Longmont-based companies **SJ Ward Landscapes**; **Lamas Plumbing, Heating and Cooling**; **Delmc Builders**; **Specialties Contracting**; and **Hillcrest Glass**. Boulder-based companies include **Slade Glass Co.**; **Equity Painting and Design**; and engineering firm **Flatirons Inc.** These companies join previously announced architect **The Mulhern Group LTD**, **McCarty Excavation and Construction**, and general contractor **Colorado Structures Inc.**

**Garvan Institute of Medical Research** in Sydney, Australia, selected the **BiOptix 404pi** for its drug-discovery research. Boulder-based **BiOptix** is a life-science tools company that provides a solution for drug-discovery scientists that require label-free, real-time detection of biomolecular interactions. The **BiOptix 404pi** is used for early-stage drug development, allowing scientists to measure kinetics, affinity constants and concentration. The instrument will be used in the Solvanix labs at the Garvan Institute for stability engineering of human antibody reagents for therapeutic purposes.

Running-shoe designer and manufacturer **Newton Running** in Boulder signed a deal to have several of its shoe models sold in **Dick's Sporting Goods** stores and on the retailer's website. Financial terms of the deal were not disclosed. Five of Newton's shoe models — the Gravity IV, Motion IV, Fate, Kismet and Aha — will be available at Dick's Sporting Goods stores in the East, South Central and Midwest United States, as well as in select stores in Colorado, including Flatiron Crossing in Broomfield.

Fort Collins-based **Remote GeoSystems Inc.** and Calgary, Alberta-based **Linewise Aerial Solutions Inc.** successfully integrated and tested the geoDVR Gen2 with FLIR Corona 350 Gimbal Video Camera System on a Bell helicopter for airborne utility inspections.

### EARNINGS

**WhiteWave Foods Co.** (NYSE: WWAV), headquartered in Denver with significant operations in Boulder County, saw sales rise 10 percent in the first quarter, reaching \$911 million, up from \$830 million during the same period last year. At the same time, net income rose 3 percent to \$33 million, up from \$32 million during the same period last year.

Broomfield-based **Ball Corp.** (NYSE: BLL) reported a decline in sales and net income for its

first quarter of 2015, which ended March 31. The can manufacturer reported sales of \$1.9 billion for the quarter, compared with \$2 billion for the same period a year ago. Net earnings for the quarter declined to \$20.7 million compared with \$93.5 million in first quarter 2014. Ball's subsidiary, **Ball Aerospace & Technologies Corp.** in Boulder, reported earnings of \$20 million on sales of \$214.8 million for the first quarter, compared with earnings of \$24.1 million on sales of \$220.7 million during first quarter 2014.

### DEADLINES

Applications for parade and corn-shucking entries must be received by Aug. 7 for the Loveland Chamber of Commerce's **Old Fashioned Corn Roast Festival**, scheduled for Aug. 21-22 in downtown Loveland. Both events are opportunities for businesses to gain visibility and contribute to the community. Applications and details can be found at [loveland.org/TheCorn-RoastFestival/](http://loveland.org/TheCorn-RoastFestival/).

### KUDOS

**Bruce Hemmings**, an executive vice president, wealth management and financial adviser in the Morgan Stanley (NYSE: MS) Wealth Management office in Loveland, was named to the firm's President's Club, an appointment that recognizes his consistent creativity and excellence in providing a wide range of investment products and services to his clients. Hemmings also was named as a sports and entertainment director in the new Morgan Stanley Global Sports & Entertainment division.



Hemmings

Attorney **Brett Payton**, a founding member of Coan, Payton & Payne LLC, received a Martindale-Hubbell AV Pre-Eminent Peer Review Rating, an objective indicator of a lawyer's high ethical standards and professional ability, generated from evaluations of lawyers by other members of the bar and the judiciary in the United States.



Payton

Former Boulder mayor **Will Toor**, transportation program director for the Southwest Energy Efficiency Project, received the John V. Christensen Memorial Award for regional civic leadership at the 60th anniversary celebration and awards event of the Denver Regional Council of Governments, held April 22 in Denver.

SCL Health's **Good Samaritan Medical Center** in Lafayette, and Banner Health's **McKee Medical Center** in Loveland and **North Colorado Medical Center** in Greeley received a grade of "A" for patient safety, according to the Spring 2015 Hospital Safety Score report recently released by The Leapfrog Group, a national independent nonprofit organization that grades hospitals on how they protect patients from errors, injuries and infections. Centura Health's **Avista Adventist Hospital** in Louisville and UHealth's **Poudre Valley Hospital** in Fort Collins, received "B's." **Boulder Community Foothills Hospital** in Boulder, **Longmont United Hospital** in Longmont and UHealth's **Medical Center of the Rockies** in Loveland received "C's." None of the hospitals in the region received grades of "D" or "F." According to Washington, D.C.-based Leapfrog, the score uses 28 measures of publicly available hospital safety data to produce a single

score representing a hospital's overall capacity to keep patients safe from preventable harm.

**Dave Humenik**, president of Vapor Technologies, and **Andy Bade**, president of F24Pharma LLC, were recognized with a Volunteer of the Year award at the Economic Development Council of Colorado's spring conference in Steamboat Springs. Humenik is chairman of the board of the Longmont Area Economic Council and Andy Bade is past chairman of the organization.

The Boulder Chamber announced the honorees for its Women Who Light the Community gala, to be held from 4 to 7:30 p.m. June 10 at the Lionsgate Event Center in Lafayette. This year's honorees are: **Jane Miller**, chief executive and founder of JaneKnows.com; **Hana Dansky**, founder and executive director of Boulder Food Rescue; **Lori Canova**, CEO of the "I Have a Dream" Foundation of Boulder County; **Elena Aranda**, director of the Companeras Program, El Centro AMISTAD; and **Zoe Stith**, a first-grader at Boulder Community School of Integrated Studies.

Personal finance website **NerdWallet.com** ranked Boulder the best place in the country to start a business, with the **Fort Collins-Loveland** area not far behind at No. 12. **NerdWallet** ranked 183 metropolitan areas based on metrics including average revenue of businesses, percent of businesses with paid employees, number of businesses per 100 people, median annual income, median annual housing cost and unemployment rate.

**Aims Community College**, with campuses in Greeley and Fort Lupton, for the 10th year has been ranked in the top 10 among small schools (up to 5,000 students) by e.Republic's Center for Digital Education. The survey analyzes how community colleges use digital technologies to improve services to students, faculty, staff and the community at large.

Louisville-based **NexGen Storage** was named a top 20 Most Promising Citrix Solution Provider by CIOReview. The selection recognizes NexGen's N5 hybrid flash array offering.

**Aspen House, Hillcrest of Loveland, Memory Care at Seven Lakes** and **Sterling House of Loveland** received Best of Senior Living Awards from SeniorAdvisor.com.

### MERGERS & ACQUISITIONS

A yet-to-be-determined number of Boulder-based **OPX Biotechnologies'** 35 employees will lose their jobs in coming months following **Cargill's** acquisition of the local company's technology and assets. Cargill will move the technology and operations to its Minneapolis headquarters, and OPX will shut down. Terms of the deal with Cargill were not disclosed.

**Colorado Physical Therapy Specialists** and **Harmony Hand and Physical Therapy** of Fort Collins have merged ownership to streamline resources. The four clinics will keep their existing locations.

**Mountain Molding LLC** near Longmont was acquired by **Tenere Inc.**, a provider of metal and plastic components and assemblies based in Dresser, Wis. Financial terms of the deal were not disclosed. It's the second time in two years that Mountain Molding has been acquired. In 2013, the company was acquired by Arcady Capital Co., a Wichita, Kan.-based private-equity firm.

**IBMC College** will expand into Colorado Springs with the purchase of **IntelliTec Medical Institute**. The institute will be rebranded as **IBMC College** once regulatory and accreditations are obtained. The acquisition brings to the school's campus count to five and its enrollment to 1,300. It has operations now in Fort Collins, Longmont, Greeley and Cheyenne.

**First-Care Physicians LLP**, a family medicine practice with clinics in Loveland and Fort Collins, was acquired by **Banner Medical Group**, Phoenix-based Banner Health's physicians group. Financial terms of the deal finalized April 27 were not disclosed. The name of the practice in Loveland has changed to Banner Health Clinic.

The **Quality Inn & Suites** hotel of Fort Collins received a 2015 Platinum Hospitality Award from one of the world's largest hotel companies, Choice Hotels International, Inc. (NYSE: CHH), franchisor of the Quality Inn brand.

**Burns Marketing**, with offices in Northern Colorado, Denver and London, took home four awards — two gold and two silver — from the Colorado Business Marketing Association Gold Key Gala at the Denver Museum of Nature and Science on May 1.

### NAME CHANGES

Fort Collins-based **Aller Lingle Massey Architects PC** changed its name to **alm2s**.

### OPENINGS

Former accountant and commodities trader turned real estate investor Jay Buster purchased the former medical office building at 80 Garden Center in Broomfield out of foreclosure in 2013 for \$750,000. Over time, he's converted the 30,500-square-foot building into about 60 private offices that he's leased out on a per-month basis as they've been built. But the new coworking space has been his biggest wish for the site, which sits at the northeast corner of U.S. Highway 287 and Midway Boulevard, since he bought it. The facility as a whole is dubbed **Innovate 36**, with the new space called **Coworking at 36**.

Fort Collins native Kimberly Mary opened **Caring Transitions** of Fort Collins/Loveland, a franchise of a company that manages relocations for seniors and busy families as well as downsizing and estate liquidations.

Newburyport, Mass.-based public-relations and social-media firm **Matter Communications** launched a dedicated office in Boulder.

Longmont-based **Ziggi's Coffee** opened its eighth location along the Front Range, a double-drive-through shop at Colorado Boulevard and Cimarron Street in Firestone.

**Aloha Coffee and Grill** opened at 822 S. College Ave. in Fort Collins, serving Hawaiian fare.

Broomfield-based **ForeignExchange Translations Inc.** ForeignExchange Translations, Inc. announced the expansion of its presence in Asia with the opening of a new office in Singapore.

### PRODUCT UPDATE

**Anthony Full**, owner of **Rock Barbers** in Louisville, launched a Kickstarter campaign to introduce his new line of men's hair care products called **Rock Tools for Men**. The line has six multi-purpose products in three categories: shower, shave and style.

Boulder-based **Radish Systems**, a mobile/enterprise software company, announced the latest addition to its patented ChoiceView multichannel platform, which allows callers to launch "voice with visuals" sessions from a link in desktop websites, mobile websites or third-party mobile apps.

Boulder-based **AmideBio LLC**, a privately held biopharmaceutical company, received United States Patent 9,006,176 titled "Chemically and thermodynamically stable insulin analogues and improved methods for their production." The patent expands the use of the company's patented core platform technology to high-value biopharmaceutical markets such as diabetes.

**ON THE JOB**



Brundage



Swasey



Fast



Huey

**ARCHITECTURE, CONSTRUCTION**

**Mat Brundage, Kate Swasey, Brett Fast** and **Anna Huey** joined the offices of Boulder and Denver-based architecture firm Arch11. Brundage has a master's degree in architecture from the University of Colorado Denver and a bachelor's in environmental design from CU Boulder. Swasey previously worked at Denver-based Civitas. Fast received his master's in architecture from the University of Kansas and worked as an intern at Landmark Architects in Hutchinson, Kan. Huey received a master's in architecture from CU Denver.

**Jay Hardy** was named senior vice president for development at Brinkman Partners in Fort Collins. He previously was vice president and general manager at Loveland-based developer McWhinney, where he served as general manager for Centerra in Loveland and the North Park community in Broomfield. Gov. John Hickenlooper appointed Hardy chairman-elect of the State Workforce Development Council.



Hardy

**Roger Burkart, Amber Hernandez** and **Benjamin Simms** joined Lafayette-based community and landscape architecture firm Design Concepts. Burkart previously worked for several private-sector firms as well as the federal Bureau of Land Management, Forest Service and National Park Service. Hernandez earned a bachelor's degree in environmental design and master's in landscape architecture from the University of Colorado. Simms relocated from Georgia and serves as a volunteer for the Eagle Scouts, and a backpacking and mountain biking counselor at Cheley Colorado Camps.

**ECONOMIC DEVELOPMENT**

Former Boulder Mayor **Leslie Durgin** was named nonprofit liaison and adviser for The Boulder Chamber. She has been a director or principal in organizations such as Planned Parenthood of the Rocky Mountains, the Association of Operating Room Nurses, the Collage Children's Museum, the Colorado Chautauqua Association, Boulder County United Way and the American Civil Liberties Union-Colorado. Durgin became a member of the Boulder City Council in 1989 and was elected mayor in 1990, serving until 1997.

**EDUCATION**

**Tony Frank**, president of Colorado State University's Fort Collins campus, was named chancellor of the statewide CSU system by the university's board of governors. Frank, who will keep his role as president, had been named

interim chancellor in February after Mike Martin announced his plan to step down March 1.

**ENGINEERING**

**John Brunner** joined the structural department of JVA Inc. as a senior project manager in the structural, civil and environmental consulting engineering firm's Boulder and Fort Collins offices. He has 24 years of structural-consulting experience in Denver and Los Angeles.



Frank



Brunner

**GOVERNMENT**

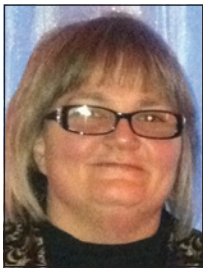
Gov. John Hickenlooper appointed **James Edward Rae** of Windsor to serve a four-year-term as certified public accountant for the Advisory Committee on Governmental Accounting and **Robert L. LaMarr** of Loveland to a three-year term to represent collection businesses as part of the Collection Agency Board.

**HEALTH CARE**

**Marilyn Fain** was named Banner Fort Collins Medical Center's chief operating officer, replacing John D'Angelo, who had been appointed to the post in March 2014. **Roberta Bean** was named associate chief nursing officer, replacing Pat Samples. Fain has been with Banner Health since 2010, serving first as nursing director for the emergency department at North Colorado Medical Center in Greeley and, most recently, as the Northern Colorado nursing director for emergency services and trauma. She previously had been director of emergency services at the Medical Center of Aurora Centennial Medical Plaza for 2 1/2 years. Bean most recently served as Banner's Northern Colorado nursing director for clinical care Operations, and previously held a number of leadership positions at NCMC including manager, senior house manager, nursing director and service line director. She also was interim chief nursing officer for East Morgan County Hospital in Brush.



Fain



Bean

**NONPROFIT**

**Neal Lurie** was named president of the Boulder-based Center for Resource Conservation, which works across the Front Range to bolster Coloradans' efforts to conserve water, energy and building materials. Lurie previously helped lead several nonprofits including the Colorado Solar Energy Industries Association, American Solar Energy Association and Boulder Chamber.



Lurie

to open a permanent location in Larimer County. She retired in January as county procurement director. The new office will be located with the Larimer County Workforce Center on the fifth floor of the Larimer County Administration Office building, 200 W. Oak St., Fort Collins.



Rowe

**VETERINARY MEDICINE**

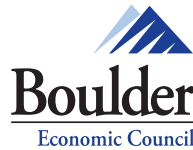
**Julie Donnelly**, a doctor of veterinary medicine, joined Aspen Grove Veterinary Care in Fort Collins. She previously worked at Trilby Animal Hospital in Fort Collins. She earned a bachelor's degree with honors in psychology and professional writing from the University of

New Mexico and a master's degree in biomedical sciences from Colorado State University. She graduated from the veterinary school at CSU in 2013.

**OTHER**


**Ian Hays** was named vice president for training and sales at Inada Massage Chairs in Boulder, the exclusive U.S. distributor of Inada-brand massage chair products made in Osaka, Japan. Hays previously directed the sales and store operations of a regional company with retail locations throughout the Midwest.

*Deadline to submit items for On the Job is three weeks prior to publication of each bi-weekly issue. Mail to Editor, BizWest Media LLC, 1790 30th St., Suite 300, Boulder, CO 80301; or email to news@bizwestmedia.com with On the Job in the subject line.*



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University Memorial Center  
CU-Boulder Campus

\$65 Chamber Members  
\$85 Non-Members

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[www.BoulderEconomicCouncil.org](http://www.BoulderEconomicCouncil.org)

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**TIME OUT**



CHAD COLLINS / BIZWEST

Members of this year's class of the Boulder County Business Hall of Fame pose April 29 before an induction luncheon at the Plaza Convention Center in Longmont. Inductees included, from left, Dale Katechis, owner of Oskar Blues Brewery; Richard Barrett, founder of Leasetec Corp. and principal of the St Julien Hotel and Spa in Boulder; Tom Brock, founder and chief executive of Brock Media Co.; Carolyn Conarroe, former co-owner of the Louisville Times, Lafayette News and Erie Review newspapers; Linda Snyder Crockett, owner of Snyder Jewelers in Longmont; Techstars cofounders David Brown and David Cohen; and attorney Wally Grant of Lyons Gaddis Kahn Hall Jeffers Dworak & Grant PC. Also inducted were Techstars cofounders Brad Feld and U.S. Rep. Jared Polis, D-Colo., and the late Percy Conarroe.



COURTESY GREELEY CHAMBER OF COMMERCE

Kim Parker of the High Plains Library District reconnects with Jim Martinez of Hampton Inn and Suites at an April 23 Business After Hours event at Weld County Garage in Greeley.



COURTESY GREELEY CHAMBER OF COMMERCE

Lori Gama, owner of DaGama Web Studio and Digital Agency in Greeley, celebrates her business' ribbon cutting with members of the Greeley Chamber of Commerce Board of Directors and guests on April 27 before the board meeting.



COURTESY LARIMER COUNTY

Garry Briese, center, executive director of Colorado State Fire Chiefs, attended the Larimer County Administrative Matters meeting on April 28 to honor Larimer County, the Sheriff's Office and the Yellowjackets fire crew for being the first to step up during the May 2014 Broken Arrow Mobilization Exercise at the Budweiser Events Center in Loveland, which was aimed at practicing mobilization of resources during an emergency. Flanking Briese are, from left, Larimer County Commissioners Steve Johnson, Lew Gaiter III and Tom Donnelly and Sheriff Justin Smith.



COURTESY GREELEY CHAMBER OF COMMERCE

Justin Watada of the Greeley Stampede, left, chats with Rick Runyan of Stifel Investments and Michelle Bornhoft of Bornhoft Event Planning at an April 23 Business After Hours event at Weld County Garage in Greeley.



COURTESY GREELEY CHAMBER OF COMMERCE

Greeley Chamber of Commerce ambassadors and staff members help Joe Molina with the April 2 ribbon cutting for Molina Art in Greeley.



COURTESY GREELEY CHAMBER OF COMMERCE

From left, Julie and Warren Yoder welcome Mike Nichols of First National Bank and Patty Gates of FMS Bank and the Greeley Stampede to an April 23 Business After Hours event hosted by Weld County Garage in Greeley.

**NONPROFIT NETWORK**

**GRANTS**

The Fort Collins-based **Bohemian Foundation** awarded \$508,480 in Pharos Fund grants to 33 local nonprofits working to promote community engagement and improve the well-being of children, teens and families. Grants were awarded to **Book Trust; Cache la Poudre Middle School; Court Appointed Special Advocates of Larimer County; Colorado Children's Campaign Inc.; Crossroads Safehouse Inc.; Poudre School District Department of Student Achievement and Early Childhood Education Program; Colorado State University Education and Outreach Center, Division of External Relations and Community Literacy Center; Early Childhood Council of Larimer County; Food Bank for Larimer County; Fort Collins Museum of Art Inc.; Fort Collins Museum of Discovery; Fort Collins Symphony Association; Homeless Gear Inc.; Homelessness Prevention Initiative Inc.; Laramie River Val-**

**ley Rendezvous Inc.; Larimer County Child Advocacy Center; Larimer County Partners Inc. Partners Mentoring Youth; Live the Victory Inc./The Matthews House; Neighbor to Neighbor Inc.; Poudre High School; Poudre Valley Health System Foundation; Project Self-Sufficiency of Loveland-Fort Collins; Securing America's Future Energy Foundation; Sexual Assault Victim Advocate Center; Colorado Blues Society Inc.; The Family Center/La Familia; The Growing Project; The Kitchen Community; United Day Care Center/Teaching Tree Early Childhood Learning Center; and Wellington Middle School.**

Loveland-based nonprofit **Warehouse Business Accelerator** received a grant of approximately \$130,000 from the **Community Foundation of Northern Colorado** to defray costs. The foundation distributed the grant from the Northern Colorado Economic Development Corp.'s Loveland Fund.



FOR THE RECORD

from 23

**BORROWER:** Angel R Enriquez, 1804 8th St, Greeley. Lender: Us Bk, Amount Due: \$64546. Case #4101132. 4/24/2015

**BORROWER:** Lisa & David Enriquez, 3501 Northpoint Dr, Evans. Lender: Deutsche Bk Natl Trust Co, Amount Due: \$171645. Case #4101517. 4/25/2015

**BORROWER:** Michael & Barbara B Peaverly, 510 36th Ave, Greeley. Lender: Carrington Mtg Services Llc, Amount Due: \$87707. Case #4101518. 4/25/2015

**BORROWER:** Robert J Armstrong, 5407 5th Street Rd, Greeley. Lender: Us Bk, Amount Due: \$205248. Case #4101519. 4/25/2015

**BORROWER:** Christopher J Welsh, 406 Pierce Ave, Platteville. Lender: First Natl

Bk Omaha, Amount Due: \$74092. Case #4101879. 4/28/2015

**JUDGMENTS**  
**Boulder County**

**DEBTOR: VICTOR GROSS,** Creditor: Am Express Centurion Bk. Amount: \$60560.15. Case #D-10cv-000695. Date: 4/17/2015

**DEBTOR: ALEXANDER LOUIS BARRIOS,** Creditor: Credit Union Denver. Amount: \$9648.47. Case #C-15c-030035. Date: 4/17/2015

**DEBTOR: VINCENZO & ANTONIETTA DIFIORE,** Creditor: Beacon Sales Acquisition Inc. Amount: \$7229.58. Case #C-2015c53083. Date: 4/18/2015

**DEBTOR: KYLE K COURSON,** Creditor: Alpine Credit Inc. Amount: \$1484.03. Case #C-15c-030629. Date: 4/18/2015

**DEBTOR: JAGUAR GROUP LLC,** Creditor: Realta Lending Llc. Amount: \$133901778.0. Case #D-09cv-000111. Date: 4/18/2015

**DEBTOR: JULIE OATMAN,** Creditor: Capital One Bk Usa. Amount: \$5847.22. Case #C-09c-001684. Date: 4/21/2015

**DEBTOR: YOON SIK PAE,** Creditor: Loup Management Co. Amount: \$13528.56. Case #D-15cv-030285. Date: 4/21/2015

**DEBTOR: JIM L SPOTTS,** Creditor: Wagner Equipment Co. Amount: \$87805.23. Case

#D-14cv-031511. Date: 4/22/2015

**DEBTOR: SUSAN F & MICHAEL O CAVEY,** Creditor: Bc Services Inc. Amount: \$1974.39. Case #C-15c-030059. Date: 4/23/2015

**DEBTOR: TAMMY L PROVENZANO,** Creditor: St Vrain Valley Credit Union. Amount: \$19411.18. Case #C-08c-000846. Date: 4/23/2015

**DEBTOR: FRANK HIGHTOWER,** Creditor: Am Express Centurion Bk. Amount: \$3797.04. Case #C-13c-033759. Date: 4/24/2015

**DEBTOR: KAREN RENEE HATAMI,** Creditor: Rooter Town Llc. Amount: \$3644.35. Case #C-14s-000358. Date: 4/24/2015

**DEBTOR: JARROD MCCLAIN PANTON,** Creditor: Bc Services Inc. Amount: \$4754.92. Case #C-14c-031282. Date: 4/25/2015

**DEBTOR: JAMES WOLL-RAB,** Creditor: Bc Services Inc. Amount: \$15267.67. Case #C-14c-030336. Date: 4/25/2015

**DEBTOR: CARMELLA D VANATTA,** Creditor: Bc Services Inc. Amount: \$345.0. Case #C-13c-031137. Date: 4/25/2015

**DEBTOR: MICHAEL R & CARMELLA D VANATTA,** Creditor: Bc Services Inc. Amount: \$195.8. Case #C-13c-031137. Date: 4/25/2015

**DEBTOR: CARMELLA D & MICHAEL R VANATTA,** Creditor: Bc Services Inc. Amount: \$292.76. Case

#C-13c-031137. Date: 4/25/2015

**DEBTOR: KAR-RIEANN HALLAM,** Creditor: Colo St Revenue. Amount: \$37937.0. Case #D-D72014cv800557. Date: 4/25/2015

**DEBTOR: KAR-RIEANN HALLAM,** Creditor: Colo St Revenue. Amount: \$27185.0. Case #D-D72014cv800537. Date: 4/25/2015

**DEBTOR: JAN M LORCKSCHIERNING,** Creditor: Colo St Revenue. Amount: \$78601.0. Case #D-D72014cv800019. Date: 4/25/2015

**DEBTOR: JOHN III & CAROL TAUSSIG,** Creditor: Colo St Revenue. Amount: \$35717.0. Case #D-D72015cv800487. Date: 4/25/2015

**DEBTOR: CHRISTOPHER M SULLIVAN,** Creditor: Colo St Revenue. Amount: \$46766.0. Case #D-D72014cv800557. Date: 4/25/2015

**DEBTOR: WILLIAM L SMITH,** Creditor: Colo St Revenue. Amount: \$64392.0. Case #D-D72014cv800537. Date: 4/25/2015

**DEBTOR: LEONARDO MENDOZA,** Creditor: Colo St Revenue. Amount: \$6825.0. Case #D-D72014cv800052. Date: 4/25/2015

**DEBTOR: IAN K MILD,** Creditor: Colo St Revenue. Amount: \$17461.0. Case #D-D72014cv800958. Date: 4/25/2015

**DEBTOR: MARCELO R BARRIOS,** Creditor: Colo St Revenue. Amount: \$497978.0. Case #D-D72011cv804054. Date: 4/25/2015

**DEBTOR: MILAN PROKES,** Creditor: Colo St Revenue. Amount: \$1200.0. Case #D-D72011cv804386. Date: 4/25/2015

**DEBTOR: MILAN PROKES,** Creditor: Colo St Revenue. Amount: \$14630.0. Case #D-D72012cv803581. Date: 4/25/2015

**DEBTOR: MILAN PROKES,** Creditor: Colo St Revenue. Amount: \$2674270.0. Case #D-D72014cv800877. Date: 4/25/2015

**DEBTOR: FRED L MISKELL,** Creditor: Colo St Revenue. Amount: \$22159.0. Case #D-D72013cv804150. Date: 4/25/2015

**DEBTOR: FRED L MISKELL,** Creditor: Colo St Revenue. Amount: \$15765.0. Case #D-D72013cv801759. Date: 4/25/2015

**DEBTOR: FRED L MISKELL,** Creditor: Colo St Revenue. Amount: \$24570.0. Case #D-D72014cv801298. Date: 4/25/2015

**DEBTOR: LUANNE MJOY M SILVA,** Creditor: Colo St Revenue. Amount: \$1172.0. Case #D-D72015cv800873. Date: 4/25/2015

**DEBTOR: BRADY W KANE,** Creditor: Colo St Revenue. Amount: \$610.0. Case #D-D72012cv804048. Date: 4/25/2015

**DEBTOR: BRADY W KANE,** Creditor: Colo St Revenue. Amount: \$1074.0. Case #D-D72012cv800839. Date: 4/25/2015

**DEBTOR: DAVID M DIPANE,** Creditor: Colo St Revenue. Amount: \$203.0. Case #D-D72014cv801661. Date: 4/25/2015

**DEBTOR: DAVID M DIPANE,** Creditor: Colo St Revenue. Amount: \$29096.0. Case #D-D72014cv800087. Date: 4/25/2015

**DEBTOR: DAVID M DIPANE,** Creditor: Colo St Revenue. Amount: \$1574.0. Case #D-D72014cv800518. Date: 4/25/2015

**DEBTOR: PAUL A SANTISTEVAN,** Creditor: Colo St Revenue. Amount: \$6675.0. Case #D-D72012cv800573. Date: 4/25/2015

**DEBTOR: PAUL A SANTISTEVAN,** Creditor: Colo St Revenue. Amount: \$8266.0. Case #D-D72012cv803530. Date: 4/25/2015

**DEBTOR: PAUL A SANTISTEVAN,** Creditor: Colo St Revenue. Amount: \$5127.0. Case #D-D72013cv801048. Date: 4/25/2015

**DEBTOR: PAUL A SANTISTEVAN,** Creditor: Colo St Revenue. Amount: \$4446.0. Case #D-D72014cv801727. Date: 4/25/2015

**DEBTOR: STEVEN P CONE,** Creditor: Colo St Revenue. Amount: \$4368.0. Case #D-D72014cv800866. Date: 4/25/2015

**DEBTOR: STEVEN C THOMPSON,** Creditor: Colo St Revenue. Amount: \$263190.0. Case #D-D72014cv801813. Date: 4/25/2015

**DEBTOR: JUSTIN J ADAMS,** Creditor: Colo St Revenue. Amount: \$928.0. Case #D-D72013cv801180. Date: 4/25/2015

**DEBTOR: JUSTIN J ADAMS,** Creditor: Colo St Revenue. Amount: \$2289.0. Case #D-D72013cv801517. Date: 4/25/2015

**DEBTOR: STEVEN CAPLAN,** Creditor: Colo St Revenue. Amount: \$958.0. Case #D-D72014cv802138. Date: 4/25/2015

**DEBTOR: R L SCHLESS-INGER,** Creditor: Colo St Revenue. Amount: \$4161.0. Case #D-D72010cv801864. Date: 4/25/2015

**DEBTOR: R L SCHLESSINGER,** Creditor: Colo St Revenue. Amount: \$12003.0. Case #D-D72011cv806015. Date: 4/25/2015

**DEBTOR: R L SCHLESSINGER,** Creditor: Colo St Revenue. Amount: \$2468.25. Case #D-D72011cv805224. Date: 4/25/2015

**DEBTOR: THOMAS A HAUCK,** Creditor: Colo St Revenue. Amount: \$15100.0. Case #D-D72012cv800936. Date: 4/25/2015

**DEBTOR: SHANE DEROLF,** Creditor: Colo St Revenue. Amount: \$3565.71. Case #D-D72011cv804920. Date: 4/25/2015

**DEBTOR: ERIC N ENGELHARD,** Creditor: Colo St Revenue. Amount: \$40681.23. Case #D-D72012cv802686. Date: 4/25/2015

**DEBTOR: RONAN B TRUESDALE,** Creditor: Colo St Revenue. Amount: \$32113.0. Case #D-D72014cv800127. Date: 4/25/2015

**DEBTOR: RICK L RIPPBERGER,** Creditor: Colo St Revenue. Amount: \$12648.0. Case #D-D72011cv806051. Date: 4/25/2015

**DEBTOR: RICK L RIPPBERGER,** Creditor: Colo St Revenue. Amount: \$2838.0. Case #D-D72012cv803659. Date: 4/25/2015

**DEBTOR: RICK L RIPPBERGER,** Creditor: Colo St Revenue. Amount: \$15119.0. Case #D-D72012cv803513. Date: 4/25/2015

**DEBTOR: STEPHANIE EDWARDS,** Creditor: Colo St Revenue. Amount: \$34687.0. Case #D-D72014cv801814. Date: 4/25/2015

**DEBTOR: RANDY PERDUE,** Creditor: Colo St Revenue. Amount: \$35502.97. Case #D-D72012cv800036. Date: 4/25/2015

**DEBTOR: JERRY GONZALES,** Creditor: Colo St Revenue. Amount: \$6005.0. Case #D-D72012cv800132. Date: 4/25/2015

**DEBTOR: JERRY GONZALES,** Creditor: Colo St Revenue. Amount: \$1843.0. Case #D-D72014cv801687. Date: 4/25/2015



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ESC Engineering  
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**Gino Campana**  
Principal,  
Bellissimo Inc.  
Fort Collins City  
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- 2nd Place BizFit Team (most points) can designate one nonprofit to receive \$4,000
- 3rd Place BizFit Team (most points) can designate one nonprofit to receive \$2,000
- BizFit organization with the most teams participating (minimum of two) can designate one nonprofit to receive \$3,000

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## FOR THE RECORD

**DEBTOR: PETE A ESQUIVEL**, Creditor: Colo St Revenue. Amount: \$7403.0. Case #D-D72012cv803052. Date: 4/25/2015

**DEBTOR: PETE A ESQUIVEL**, Creditor: Colo St Revenue. Amount: \$2076.0. Case #D-D72013cv801773. Date: 4/25/2015

**DEBTOR: PETE A ESQUIVEL**, Creditor: Colo St Revenue. Amount: \$4531.0. Case #D-D72011cv805568. Date: 4/25/2015

**DEBTOR: PETE A ESQUIVEL**, Creditor: Colo St Revenue. Amount: \$9413.0. Case #D-D72011cv805597. Date: 4/25/2015

**DEBTOR: GORDON R JR SAMS**, Creditor: Colo St Revenue. Amount: \$27596.0. Case #D-D72014cv800642. Date: 4/25/2015

**DEBTOR: BENJAMIN S SIMMONS**, Creditor: Colo St Revenue. Amount: \$38343.0. Case #D-D72012cv801520. Date: 4/25/2015

**DEBTOR: ERIC N & LOIS WESTERN**, Creditor: Colo St Revenue. Amount: \$5243.39. Case #D-D72010cv800901. Date: 4/25/2015

**DEBTOR: ERIC N & LOIS WESTERN**, Creditor: Colo St Revenue. Amount: \$10340.0. Case #D-D72015cv801024. Date: 4/25/2015

**DEBTOR: LASZLO BAGI**, Creditor: Midland Credit Management Inc. Amount: \$0.0. Case #C-12c1170. Date: 4/18/2015

**DEBTOR: CHERYL HIGHAM**, Creditor: Eve Bluestein Dds. Amount: \$16935.04. Case #D-10cv-001054. Date: 4/22/2015

**DEBTOR: JOHN F BOND**, Creditor: Colo Dept Revenue. Amount: \$1537.0. Case #D-12cv-801948. Date: 4/22/2015

**DEBTOR: TRICIA L DAILEY**, Creditor: Wakefield Assoc Inc. Amount: \$0.0. Case #C-2014c031237. Date: 4/25/2015

## Broomfield County

**DEBTOR: JAGUAR GROUP LLC**, Creditor: Realta Lending Llc. Amount: \$1339017.78. Case #D-09cv-000111. Date: 4/18/2015

**DEBTOR: YOON SIK PAE**, Creditor: Loup Management Co. Amount: \$13528.56. Case #D-15cv030285. Date: 4/21/2015

**DEBTOR: KENNETH C BOYD**, Creditor: Bc Services Inc. Amount: \$350.51. Case #C-14c-030361. Date: 4/23/2015

**DEBTOR: TRACY L BUGARING**, Creditor: Capital One Bk Usa. Amount: \$3122.43. Case #C-13c-030004. Date: 4/24/2015

**DEBTOR: JULIA L JONES**, Creditor: Discover Bk. Amount: \$5846.98. Case #C-14c-030203. Date: 4/24/2015

**DEBTOR: SIDNEY SANCHEZ**, Creditor: Colo St Revenue. Amount: \$17383.0. Case #D-D802014cv801456. Date: 4/30/2015

**DEBTOR: SIDNEY SANCHEZ**, Creditor: Colo St Revenue. Amount: \$12020.0. Case #D-D802014cv801581. Date: 4/30/2015

**DEBTOR: CHRIS-TOPHER J & ANNE C WILLARD**, Creditor: Colo St Revenue. Amount: \$8989.0. Case #D-D802014cv800856. Date: 4/30/2015

**DEBTOR: CHRIS-TOPHER J & ANNE C WILLARD**, Creditor: Colo St Revenue. Amount: \$15167.0. Case #D-D802014cv801278. Date: 4/30/2015

**DEBTOR: JEFFREY T SILVA**, Creditor: Colo St Revenue. Amount: \$7038.0. Case #D-D802012cv800615. Date: 4/30/2015

**DEBTOR: JEFFREY T SILVA**, Creditor: Colo St Revenue. Amount: \$12042.0. Case #D-D802013cv801129. Date: 4/30/2015

**DEBTOR: JEFFREY T SILVA**, Creditor: Colo St Revenue. Amount: \$8163.0. Case #D-D802013cv801197. Date: 4/30/2015

**DEBTOR: JEFFREY T SILVA**, Creditor: Colo St Revenue. Amount: \$5641.0. Case #D-D802014cv801433. Date: 4/30/2015

**DEBTOR: JEFFREY T SILVA**, Creditor: Colo St Revenue. Amount: \$2657.0. Case #D-D802015cv800121. Date: 4/30/2015

**DEBTOR: JOSHUA B MCFALL**, Creditor: Springleaf Fin Services Inc. Amount: \$4521.37. Case #C-15c-033081. Date: 4/30/2015

**DEBTOR: SUSAN B DAVIS**, Creditor: Wells Fargo Bk. Amount: \$10277.0. Case #C-10c1281. Date: 4/23/2015

**DEBTOR: TROY A & KARI K CUNNINGHAM**, Creditor: Colo St Revenue. Amount: \$7210.0. Case #D-D802015cv800254. Date: 4/30/2015

## LARIMER COUNTY

**DEBTOR: JESSICA L SMILLIE**, Creditor: Capital One Bk Usa. Amount: \$1720.47. Case #C-15c-030191. Date: 4/18/2015

**DEBTOR: JEFFREY P LEEF**, Creditor: Washington Commons Newco Llc. Amount: \$515729.13. Case #D-15cv-030255. Date: 4/21/2015

**DEBTOR: JEFFREY P LEEF**, Creditor: Poughkeepsie Galleria Llc. Amount: \$515729.13. Case #D-15cv-030252. Date: 4/21/2015

**DEBTOR: JAGUAR GROUP LLC**, Creditor: Realta Lending Llc. Amount: \$1339017.78. Case #D-09cv-000111. Date: 4/22/2015

**DEBTOR: SAM TWEREFOR**, Creditor: Midland Funding Llc. Amount: \$5537.1. Case #C-14c-034569. Date: 4/22/2015

**DEBTOR: STEVE ALLEN**, Creditor: Midland Funding Llc. Amount: \$1875.75. Case #C-14c-033556. Date: 4/22/2015

**DEBTOR: BRAD & BRAD J VANSICKLE**, Creditor: Midland Funding Llc. Amount: \$15426.65. Case #D-14cv-030140. Date: 4/22/2015

**DEBTOR: CAROLYN BALDASSARE**, Creditor: Midland Funding Llc. Amount: \$2988.3. Case #C-13c-031387. Date: 4/22/2015

**DEBTOR: CLARK VERNON**, Creditor: Midland Funding Llc. Amount: \$7118.91. Case #C-13c-032366. Date: 4/22/2015

**DEBTOR: NATOSHA BERRY**, Creditor: Midland Funding Llc. Amount: \$1640.17. Case #C-13c-033238. Date: 4/22/2015

**DEBTOR: LEROY D WOODALL**, Creditor: Cavalry Spv I Llc. Amount: \$1209.98. Case #C-13c-030985. Date: 4/24/2015

**DEBTOR: JAMES TURNER**, Creditor: Ge Capital Retail Bk. Amount: \$1209.98. Case #C-13c-030752. Date: 4/25/2015

**DEBTOR: REMOTE SWITCH SYSTEMS INC**, Creditor: Vectra Bk Colo. Amount: \$106252.75. Case #D-15cv-030133. Date: 4/28/2015

**DEBTOR: TRUVALENT LLC**, Creditor: First Natl Bk. Amount: \$353381.99. Case #D-14cv-030990. Date: 4/28/2015

**DEBTOR: TRUVALENT LLC**, Creditor: First Natl Bk. Amount: \$711614.35. Case #D-14cv-030990. Date: 4/28/2015

**DEBTOR: JENNIFER L ERICKSON**, Creditor: Professional Fin Co Inc. Amount: \$915.0. Case #C-10c-001416. Date: 4/16/2015

**DEBTOR: LEE P VANALSTYNE**, Creditor: Colo Dept Revenue. Amount: \$667.99. Case #D-14cv-801837. Date: 4/17/2015

**DEBTOR: ROSEMARY A PERRY**, Creditor: Bonded Adjusting Service. Amount: \$1496.5. Case #C-10c-004809. Date: 4/18/2015

**DEBTOR: JOHN G BONCZKOWSKI**, Creditor: Arrow Fin Services Llc. Amount: \$5591.03. Case #C-09c-004425. Date: 4/21/2015

**DEBTOR: STEPHANY GREEN**, Creditor: Marshall Recovery Llc. Amount: \$1721.92. Case #C-11c-009788. Date: 4/23/2015

**DEBTOR: KRISTIE I & ANDREAS ROSAS**, Creditor: Wakefield Assoc Inc. Amount: \$0.0. Case #C-2013c031132. Date: 5/5/2015

**DEBTOR: PABLO E ARRIETA**, Creditor: Wakefield Assoc Inc. Amount: \$0.0. Case #C-2013c031830. Date: 5/5/2015

**DEBTOR: TAMARA G SUPPES**, Creditor: Discover Bk. Amount: \$2281.09. Case #C-13c-030519. Date: 4/28/2015

**DEBTOR: BRYAN K ANNAN**, Creditor: Capital One Bk Usa. Amount: \$7368.46. Case #C-10c-003584. Date: 4/28/2015

**DEBTOR: BRYAN ANNAN**, Creditor: Equable Ascend Fin Llc. Amount: \$8018.24. Case #C-11c-002056. Date: 4/28/2015

## Weld County

**DEBTOR: CRISTIE & CRISTIE B WILL**, Creditor: Am Express Bk. Amount: \$10952.64. Case #C-15c-030509. Date: 4/16/2015

**DEBTOR: JAGUAR GROUP LLC**, Creditor: Realta Lending Llc. Amount: \$1339017.78. Case

#D-09cv-000111. Date: 4/18/2015

**DEBTOR: DAVE HERMANDEZ**, Creditor: Bellco Credit Union. Amount: \$9426.16. Case #C-15c-031380. Date: 4/18/2015

**DEBTOR: TIA D WILKINS**, Creditor: Bellco Credit Union. Amount: \$7019.31. Case #C-15c-031175. Date: 4/18/2015

**DEBTOR: AMBER MANALABE**, Creditor: Bellco Credit Union. Amount: \$5322.03. Case #C-14c-036688. Date: 4/18/2015

**DEBTOR: ARNULFO JR & ARNULFO JUAREZ**, Creditor: Cavalry Spv I Llc. Amount: \$555.85. Case #C-14c-033533. Date: 4/18/2015

**DEBTOR: ROBIN HYATT**, Creditor: Cavalry Spv I Llc. Amount: \$1289.88. Case #C-15c-031389. Date: 4/18/2015

**DEBTOR: MATT WILSON**, Creditor: Cavalry Spv I Llc. Amount: \$5967.69. Case #C-14c-037103. Date: 4/18/2015

**DEBTOR: TRENT W WORTMAN**, Creditor: Professional Fin Co Inc. Amount: \$7858.67. Case #C-07c-006130. Date: 4/21/2015

**DEBTOR: MARK A HUFF**, Creditor: Darrell D Johnston. Amount: \$1363.9. Case #C-14c-000413. Date: 4/21/2015

**DEBTOR: TAMMY & WILLIAM GRANT**, Creditor: Eos Cca. Amount: \$1887.68. Case #C-13c-042266. Date: 4/22/2015

**DEBTOR: MARICELA ROCHA**, Creditor: Eos Cca. Amount: \$7882.36.

Case #C-13c-034964. Date: 4/22/2015

**DEBTOR: SHERRY K & EUGENE D BERGMAN**, Creditor: Eos Cca. Amount: \$499.11. Case #C-14c-044205. Date: 4/22/2015

**DEBTOR: MICHAEL G KRAMER**, Creditor: Eos Cca. Amount: \$2054.62. Case #C-14c-041181. Date: 4/22/2015

**DEBTOR: BILLY & BILL & HAZEL METCALF**, Creditor: Eos Cca. Amount: \$1032.05. Case #C-14c-042855. Date: 4/22/2015

**DEBTOR: SHAREEN A LIMA**, Creditor: Eos Cca. Amount: \$1078.63. Case #C-14c-038753. Date: 4/22/2015

**DEBTOR: ELIDA & MANUEL SANDOVAL**, Creditor: Eos Cca. Amount: \$1374.35. Case #C-13c-049408. Date: 4/22/2015

**DEBTOR: BRIANA M & STEPHEN S CARLETON**, Creditor: Eos Cca. Amount: \$1140.17. Case #C-14c-040329. Date: 4/22/2015

**DEBTOR: SHELBY R LIVINGSTON**, Creditor: Eos Cca. Amount: \$423.53. Case #C-14c-043442. Date: 4/22/2015

**DEBTOR: MARIA L & RUBEN J RODRIGUEZ**, Creditor: Eos Cca. Amount: \$987.34. Case #C-14c-040357. Date: 4/22/2015

**DEBTOR: ROBYN LUNA**, Creditor: Cca. Amount: \$1733.52. Case #C-08c-060831. Date: 4/22/2015

**DEBTOR: DEBRA WILSON**, Creditor: Eos Cca. Amount: \$635.51. Case #C-13c-051093. Date: 4/22/2015

# TRANSPORTATION SUMMIT 2015

## MEET THE CHALLENGE and HELP NAVIGATE THE ROAD TO THE FUTURE

Monday June 15  
7:30 a.m. - 2:00 p.m.  
Island Grove Regional Park - Exhibition Building  
Greeley\*

Keynote Speaker  
U.S. Senator Cory Gardner  
Governor John Hickenlooper Invited

Sponsored by:



Upper Front Range  
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\*Event is free, but registration by June 9th is required. Please call 970-304-6496 ext. 3762 or email [jflesher@weldgov.com](mailto:jflesher@weldgov.com) to RSVP.



**LODGING** from 1

the drug has been legalized.

Credit founder and chief executive Sean Roby with some foresight. With his family already in the travel industry – offering winery tours, sustainable-agriculture education, farm-to-table experiences and vacation-home rentals in places such as California, Hawaii and New Zealand – Roby bought the BudandBreakfast.com domain name in 2001, well before Colorado became the first state to legalize recreational marijuana.

“I thought, ‘One day, (the business) is going to be cannabis,’” Roby, 40, said in a recent interview.

A month in, Bud and Breakfast has about 100 accommodation listings on its site – mostly for bed and breakfasts and private vacation rentals – hailing

from Colorado, Washington, Oregon, Alaska, Hawaii, California, Jamaica, Uruguay, Holland, Mexico, Argentina and Canada. Their pot friendliness ranges from those allowing smoking in outdoor areas only to all-inclusive packages where guests wake up and have eggs, bacon and a bowl waiting for them at the breakfast table.

The site launched April 1 with a ramp-up to 420 festivities in Denver on April 20, and business was booming from the start, with travelers looking to celebrate in Denver booking accommodations in Boulder, Colorado Springs and Vail.

“We were just inundated,” Roby said. “We didn’t have enough accommodations unfortunately. Denver was

sold out completely.”

Similar to the AirBNB model, Bud and Breakfast collects a 3 percent booking fee from the lodging owners and an 8 percent fee from travelers on each transaction.

So what’s to stop AirBNB or another established company from adding a marijuana-friendly search filter on their sites? AirBNB officials didn’t respond to requests for comment.

Dan Connolly – a professor in the University of Denver’s hospitality program, senior associate dean of the business school there, and a hospitality industry analyst for Phocuswright – said adding such a filter certainly would be easy enough for AirBNB and would make a company with that kind of trac-

tion in the global marketplace a formidable competitor for Bud and Breakfast. But he also speculates that doing so might not mesh with the image AirBNB is going for, or it could simply be too much of a niche market for a company of AirBNB’s stature to go after.

The value of targeting that niche is something other similar companies have weighed.

HomeAway is the parent company of several vacation rental websites, including HomeAway.com, BedandBreakfast.com, and VRBO.com. The company has multiple property owners who market their accommodations as marijuana-friendly on HomeAway’s various sites.

Carl Shepherd, cofounder and chief development officer of the company, said in an emailed statement that one of the advantages of renting a vacation home is the ability for travelers to make it feel like their own, provided they follow the owner’s rules. He said HomeAway “has no problem with an owner who is comfortable allowing marijuana to take advantage of the situation where its use is legal.” But Shepherd said the marijuana-friendly market also isn’t one his company is actively pursuing.

“Overall, though there is likely demand for marijuana-friendly accommodations, HomeAway will remain focused and committed to growing the vacation-rental category as a whole,” Shepherd said. “Less than 50 percent of travelers even consider staying in a vacation rental, so we have a lot of work to do before we can target niche travel.”

Roby said the niche is precisely where he believes his company has the advantage, with many of the owners listing on his site serving as de facto local experts on their areas’ best dispensaries, restaurants and other attractions that might be of note for travelers in town for the cannabis scene. He said an aim of Bud and Breakfast – an offshoot of his previous company, Taste of Travel – is to begin at some point also offering “foodie tours” to restaurants that infuse cannabis into their food or simply play off the cannabis theme in naming menu items.

“We are specifically cannabis,” Roby said. “That’s what we do. We provide the whole experience. Air BNB’s the big kahuna. Why would they need to delve into a gray area? ... It seems unlikely.”

The gray area of marijuana legalization in the United States, where the drug still is technically illegal at the federal level despite state-by-state approval, also plays into Bud and Breakfast being protected from hotels dominating the space. Only one lists on Bud and Breakfast: The First Inn of Pagosa Springs.

Owner Lou Woodard began listing The First Inn on Bud and Breakfast when the site launched. But he’s been marketing his hotel as cannabis-friendly since July, with pictures of his marquee declaring the hotel “420 friendly” getting shared all over social media.

Woodard said he doesn’t know yet how many of his bookings have come from Bud and Breakfast specifically, but



## Women Who Light the Community 20th Annual Gala Dinner

Women Who *Light* the Community

Wednesday, June 10, 2015  
4 to 7:30 p.m.  
Lionsgate Event Center

Presented by the Business Women’s Leadership Group

### 2015 Honorees

**Lori Canova** – CEO, “I Have a Dream” of Boulder County  
**Jane Miller** – Author and Former President and CEO of Charter Baking Company  
**Hana Dansky** – Executive Director of Boulder Food Rescue  
**Elena Aranda** – Director of the Compañeras Program at El Centro AMISTAD

**Emerging Young Leader Honoree**  
 Zoe Stith, Boulder Community School of Integrated Studies (BCSIS)

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Naropa University

he said the majority of the guests at his 33-room hotel these days are looking for cannabis-friendly accommodations.

"It just seemed like the smart thing to do, and it has paid off," Woodard said.

But The First Inn will likely remain in the minority.

Connolly, the DU professor, said the vast majority of hotel chains have banned smoking of any type completely because that's what the market has demanded. He said hotels have to think about the health issues of second-hand smoke, the odor and high cleaning fees. Image also is a big issue for many chains that try to portray themselves as family friendly. Connolly added that, given the patchwork of marijuana laws around the country, hotels could open themselves up to liability risks if they market themselves as cannabis-friendly and someone is hurt on their property.

"I'm not sure you would see a major hotel company embracing this unless it's with a specific niche brand that they create," Connolly said. "You're dealing with a lot of unknowns at this point."

Roby tries not to wade too far into the gray areas himself.

Bud and Breakfast steers clear of selling marijuana, and Roby said so far he has marketed only to lodging owners in states and countries where recreational marijuana use is legal, although property owners in states where medical marijuana is legal have reached out to Bud and Breakfast. If owners in states

where only medical use is legal, such as California, list their property, Roby said the onus is on them to know their local laws and whether they have to do anything special such as examine guests' medical marijuana cards before allowing them to smoke onsite.

So far, the only states to legalize recreational use are Colorado, Washington, Oregon and Alaska, as well as the District of Columbia. But at least that many more could have legalization measures on the ballot next year, giving Roby hope that his target market is primed for growth.

Roby, who runs the business virtually out of his Boulder home for now, launched Bud and Breakfast with his wife and family members, and has so far bootstrapped the company with less than \$50,000. While he's been reluctant to bring on outside investors, he acknowledges that the company might be getting to the point where it needs to do so soon.

Bud and Breakfast has a mix of about 10 employees and contractors working on the venture now, but Roby expects that number to grow.

"We're going to be definitely expanding our PR and marketing," Roby said. "If a state or country goes legal, we're going to have people on the ground."

*Joshua Lindenstein can be reached at 303-630-1943, 970-416-7343 or [jlindenstein@bizwestmedia.com](mailto:jlindenstein@bizwestmedia.com). Follow him on Twitter at @joshlindenstein*

**INTRADO** from 5

bureau, became a member of Gov. John Hickenlooper's cabinet as executive director of the Colorado Department of Public Safety and a homeland-security adviser to the governor; and general partner Keith Kaczmarek, who has more than 30 years of wireless telecommunications experience. He has held prominent business, technology and operations leadership roles in several companies including Intrado.

"We thought it was the right time to leave Intrado if we were going to do something else," said Heinrichs, whose first job was dispatcher in the Boulder County Sheriff's Department.

"We took some time, and decided we wanted to help other companies in the public-safety sector," Heinrichs said. "I believe our biggest value is knowing what not to do. We've made the mistakes. We can help others avoid them."

"You can have a clever idea, but that's a small part of the equation," he said, emphasizing that what draws PSV to invest is the entrepreneur.

"After 35 years we like to think we understand the culture of public safety. ... We have developed a network. We know people ... and we can make connections."

Heinrichs said the partners are using their own money to fund the first companies in the portfolio.

"We will raise a fund," he said,

"but right now we are busy setting things up for ourselves and helping the few companies already in our portfolio."

Once people in the sector heard through the grapevine that Heinrichs, Meer and the team formed PSV, it was inundated with prospects.

"They've been finding us," Meer said. "We've been on the road a lot, meeting with prospects ... This is a very big market."

PSV is backing three companies – Greenwood Village-based Adventos, which has a software-as-a-service platform to streamline back-office work flow; Niwot-based TeraBAT Inc., which is working on a device for rapid diagnosis of both chronic and acute diseases via breath; and Mississauga, Ontario-based SceneDoc, which is fine-tuning a smartphone/tablet-based crime-scene documentation tool that would improve officer productivity and help untether the officer from the office. Heinrichs recently was appointed to SceneDoc's board of directors.

The move to broadband and wireless requires sophisticated software products, he said. "Cybersecurity is a growing problem and needs solutions."

*Doug Storum can be reached at 303-630-1959, 970-416-7369 or [dstorum@bizwestmedia.com](mailto:dstorum@bizwestmedia.com).*

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# THANK YOU!

**Thank you to all who made this year's I-25 Kia Down & Derby Party the best ever! With your help, we raised over \$120,000 for child-based non-profits in Northern Colorado!**

**This year's primary beneficiaries were: Turning Point, SAVA and Book Trust.**

**Congratulations to our 2016 Derby Trip Raffle Winner: C. Moser**

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*The Chateaux*  
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## DIERSCHOW from 19

a chance that they will leave and take their skills with them. All that means is that engagement is a never-ending journey, where you can't become complacent.

Invest in your partners. I find very few businesses that are entirely independent. Most of us rely on other organizations for our success. Like any relationship, you must continually develop and enhance to where everybody wins.

Invest in your customers. The first level, of course, is to simply deliver what you've promised. But that doesn't develop much loyalty, especially when the competition is doing better. Instead, you need to understand customers so well that you can consistently delight them – and predict where the market's going so you can continue to deliver things that matter the most.

In "The 7 Habits of Highly Effective People," Stephen Covey described his concept of the Emotional Bank Account. Its essence is that, like any actual bank account, you need to invest first in order to withdraw later. The Emotional Bank Account is built by growing your relationships with others. Because, eventually, you'll need to use that "relationship capital" when you make mistakes or otherwise damage trust.

If you've developed a relationship with your leadership team based on openness, honesty and fairness, when

it comes to making a tough decision you'll be able to draw on their resources and creativity. If, instead, they're just with you because of the paycheck, they'll take off for greener pastures at the first opportunity. They won't feel they have much to lose by moving on.

When your partners feel they can rely on you, they'll be reluctant to make a change when the times get rough. But that history needs to be built up over years.

When your customers love and respect what you do, they'll try hard to remain loyal even when their budgets are stretched thin. Within reason, they'll give their business to you rather than the competition.

Businesses are almost entirely based on their people – and people will stay together and support each other through amazing challenges if great relationships exist. Communities will survive incredible disasters when their members care about each other, and companies are just a particular kind of community.

So you're feeling a little encouraged by an economy that's on the upswing? Great! Now is exactly the time to build up your strength and relationships for the next time it heads downward.

*Carl Dierschow is a Small Fish Business Coach based in Fort Collins. His website is [www.smallfish.us](http://www.smallfish.us).*

## What 'Grade' Would You Give Your Sales Team?

### FREE Sandler Training Sales Management Workshop

Thursday, May 21st, 8am-11am

You're invited to this interactive workshop for top leaders, owners and managers who are searching for solutions to the obstacles they face when trying to develop their sales team to consistently beat quotas and goals.

#### Topics Include:

- Finding and hiring productive salespeople. Salesperson turnover costs 5x the average pay for that person.
- New strategies for accountability. How to improve your sales teams' productivity to beat quotas instead of being inconsistent or missing them altogether.
- Coaching and development techniques to get the middle 60% of your salespeople to be more productive; "the movable middle."

**Presenter:** Bob Bolak, President, Sandler Training Broomfield, CO

**RSVP:** [Alison.Schneider@sandler.com](mailto:Alison.Schneider@sandler.com) or call [303] 376-6165

**Investment:** \$299-per-person (**FREE** for BizWest readers)

*Seating is limited; attendees must pre-register and pre-qualify.*



**MACOMBER** from 19

do a videocast, where you demonstrate something via your computer's webcam or via a video camera set up in your office or lab.

**TweetChats**

TweetChats are live discussions that take place on Twitter about a pre-determined topic. Tweets related to the discussion are marked with a hashtag (a word or phrase preceded by the # sign).

TweetChats are where you get to share your expertise with very interested people who jump on to hear just what you are talking about.

There are no slides to prepare; it's largely off the cuff – but do come prepared with some predetermined questions and answers so there's no "radio silence."

Just cut and paste from your Word document when a planned question arises, so there's no fumbling. Mostly though, be spontaneous with casual replies to questions that often come up right in the moment.

I found it best to have someone at my side to help me field the questions and responses as they came in – and to use a service like Twubs.com, where the chat's hashtag is pre-embedded in every tweet I wrote.

Every business can run a TweetChat and the numbers are potentially staggering. You can analyze attendance metrics via a tool such

as Hashmetrics, which told us about the 13 million exposures we had in one hour. Your Twitter following will certainly rise too.

If you want to get started, lurk on someone's TweetChat and even pipe in as you get the hang of things. One day your host may get to know your "type" and invite you on as an expert!

**Google Hangouts**

A private way for up to nine people to gather – with their video cameras "on" (or not) and talk in real time, for free. Want to be public about it? You can sign up for Hangout On Air, and make your event visible to others. You have to link the On Air feature to your YouTube account the first time, and then your Hangouts will be saved in your channel for posterity (or until you take them off).

You can see a schedule of public Hangouts On Air on the left side of your Google Plus page. Or go here. <https://plus.google.com/hangouts/onair>.

Interesting topics abound. I may get distracted myself by the Veggie Coach teaching how to make a fine Macho Gazpacho today.

**Podcasts**

Think of this as radio with you as the host. But it's not at a set time. You record your "show" and then

people can play it any time they "tune in" on iTunes or your website.

You don't just do one podcast; it's episodic. What can you talk about in a series of sessions? Does your expertise spread over a wide range of topics? Plan out a schedule where you produce a new show every week.

One of the great things about podcasts is that your competitors likely haven't gravitated to this method of marketing yet.

People can play your podcast in their car or while out running. A podcast is portable, and people are all ears!

**Live streaming of events**

Let's say you are running a large event in a convention center or a small one at an Elks Club – and not everyone can attend from out of town. What to do? Live stream the event for people who can't physically join you. I've heard of churches doing their Sunday services this way. Ignite Fort Collins streams its "edu-tainment" events from the Lincoln Center. Apple Computers live streamed its recent Watch announcement. Someone I know streamed her baby shower (thank goodness, not the actual birth). Quarterly financial reports occasionally are presented from a dais right in the company's boardroom.

How do you get this daunting

thing accomplished? Check into U-Stream, FORA-tv or wowza for some great ideas on broadcasting your special event – and turn it over to the experts.

**Screen-sharing meetings**

We have clients in Toronto as well as "way far away" south Fort Collins. Sometimes it's just easier to share your research results or your marketing plan over the airwaves. We subscribe to the Join.me service, and they provide free numbers to call into from anywhere in the world. We have our own URL to share with our clients when we want to hold a meeting. It's [join.me/blueskies-marketing](http://join.me/blueskies-marketing) – easy to remember and announce.

We show our screen and even can share the mouse control with our clients. We can record the meeting, too. There are similar services, including a popular one from Citrix called "GoTo Meeting" where 25 users and one organizer can meet. Larger audiences can be accommodated with more expensive monthly subscriptions.

You even can share your face on these screen-sharing programs via your webcam – but I don't have plans to do that anytime soon.

*Laurie Macomber, owner of Fort Collins-based Blue Skies Marketing, can be reached at 970-689-3000.*

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# Map out a new route to road improvements

Clearly Coloradans need to redouble their efforts to create a meaningful funding plan for much-needed highway improvements. That lawmakers, the Colorado Department of Transportation and Gov. John Hickenlooper failed to agree on a promising transportation measure – Senate Bill 15-272 – means that the issue has been put off for at least another year.

The idea was to use a program the state adopted successfully back in 1999, when voters gave state transportation officials approval to issue bonds at a low rate of interest to build what became known as T-REX. This was the ambitious, five-year project that widened Interstate 25 south through Denver and provided new light rail stations as well. The bonds helped jumpstart the project and allowed it to be built faster, at a lower cost.

This time around, getting lawmakers and voters to buy off on another round of bonding was stopped dead because the bill, sponsored by Sen. Randy Baumgardner,

## EDITORIAL

R-Hot Sulphur Springs, among others, did not include enough money to pay the interest costs.

Back in 1999, the state transportation department was able to use state revenues from other sources to cover the interest payments. CDOT no longer has access to those funds. As a result, CDOT officials and Hickenlooper objected strongly to the \$1.6 billion in interest CDOT would have had to come up with.

Although Colorado's improving economy is providing more cash for roads – CDOT will get about \$100 million this next fiscal year – it's not nearly enough to maintain, repair and improve our major highways in urban and rural areas.

None of this is good news for anyone who lives north of I-70 on the Front Range, where traffic on I-25 is projected to double in the next 20 years or so. For people who drive this route regularly, the bumper-to-bumper commute is a major head-

ache.

Northern Colorado already is designated as one of the fastest-growing regions in the country, but that growth will come to a halt or be seriously hampered if the slog on the region's major highway continues to worsen.

This summer, major confabs are planned at which our congressional representatives and state representatives will be called upon to come up with important new solutions.

It's a shame more progress wasn't made this year. But T-REX was incredibly successful, as were other projects that were done under the same funding pool, including the I-25-Harmony Road interchange in Fort Collins and others farther afield.

Moving forward, there's no reason we as policy makers, business leaders and taxpayers can't replicate that success.

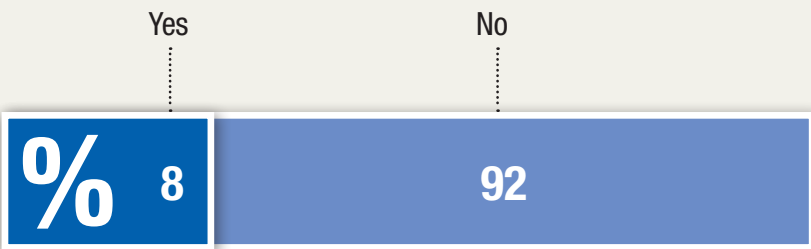
But everyone must get back to work, solve the interest-payment shortfall, and tackle this issue again next session.



### BizWest.com opinion poll

**Question:**

To offset the impacts of growing employment-related traffic, the Boulder City Council is discussing imposing a head tax on private-sector employers. Is this something you would support?



**Next question:**

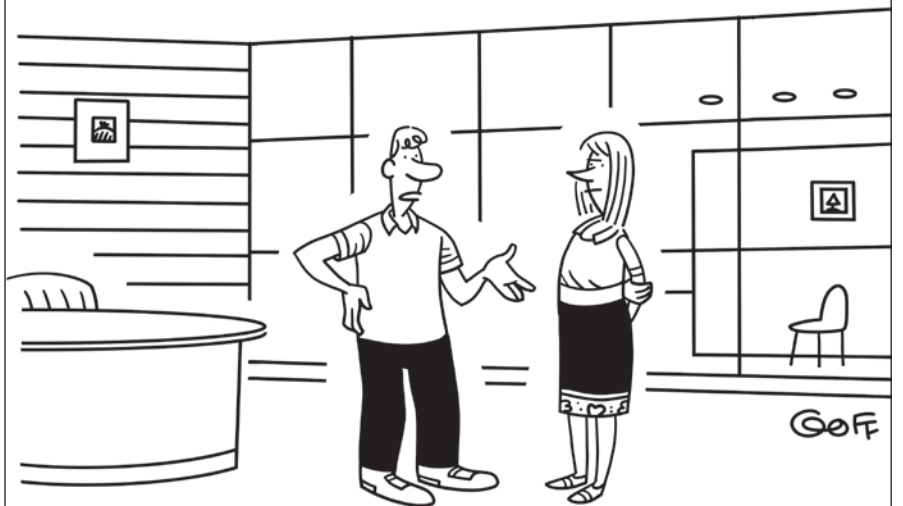
Colorado lawmakers recently defeated a proposal that would have asked voters for permission to issue bonds to speed construction of several state highway projects, including I-25's northern corridor. Would you have voted in favor of such a proposal?

- Yes
- No

Visit [www.BizWest.com](http://www.BizWest.com) to express your opinion.

The BizWest Opinion Poll is not scientific and reflects only the opinions of those Internet users who have chosen to participate.

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**“This discussion is supposed to be about me getting everything I want. We appear to have gotten off track.”**

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# Trans Bond II defeat a lost opportunity

During the final days of the 2015 legislative session, Senate Bill 272 was defeated in the House State Affairs Committee on a party line 6-5 vote. A week earlier, the Colorado Senate approved the legislation by a bipartisan 18-17 vote.

S. 272 was sponsored by Rep. Brian DelGrosso, R-Loveland. Sens. Randy Baumgardner, R-Hot Sulphur Springs, John Kefalas, D-Fort Collins, Vicki Marble, R-Fort Collins, John Cooke, R-Greeley, and Jerry Sonnenberg, R-Sterling, voted for the measure. The bill also had support from Reps. Perry Buck, R-Windsor, and Steve Humphrey, R-Severance. We owe each of them a big thank you for their efforts to improve transportation not only in Northern Colorado but in the entire state.

What was S. 272? The bill would have allowed the voters the opportunity in November to vote to allow the state of Colorado to issue bonds that could have raised \$3.5 billion for much-needed highway and transit projects around the state. Almost 60 identified projects were included in the bill. With record low interest rates, the idea was to issue bonds, with no new tax increase, similar to what Colorado did in 1999. Trans Bond I was a huge success; TREX in Denver, the Harmony Road and Interstate 25 intersection in Fort Collins, and new lanes on I-25 through Colorado Springs are just a few of the 24 projects completed years ahead of time and with considerable cost savings to the taxpayer.

The bill's defeat, in our opinion, was an opportunity lost.

Instead of going to the voters this year and letting them decide whether this plan had merit, we now must wait until 2075 to get new capacity on I-25. Instead of giving the voters an opportunity to address critical transportation projects, such as I-70 West from Denver, I-25 from Castle Rock to Monument, U.S. Highway 50 in Southern Colorado near Pueblo or Colorado Highway 71 in Eastern Colorado, we must continue to wait – wait for bridges to collapse; wait for our highways to crumble; and wait for much-needed safety projects which would have saved lives to continue to



Sean Conway

Barbara Kirkmeyer

## GUEST OPINION

be put on hold.

And who is responsible for the defeat? Gov. John Hickenlooper. Instead of collaborating with the Northern Colorado Legislative Alliance, The Fix I-25 by 25 Group, Colorado Counties, Inc. and the many other organizations throughout the state that championed this solution, the governor actually opposed the bill and, even worse, lobbied for its defeat. When asked what his plan is to address this growing crisis, he said he has no plan other than raising taxes.

An opportunity lost, but not all hope is lost.

On June 15 from 7:30 a.m. to 1:30 p.m. at Island Grove Regional Park in Greeley, the first Transportation Summit in more than a decade will take place. U.S. Sen. Cory Gardner, R-Colo., will be the keynote speaker. Hickenlooper, U.S. Reps. Ken Buck, R-Colo., and Jared Polis, D-Colo., and Sen. Michael Bennet, D-Colo., are all invited and expected to participate. Panel discussions from members of the North I-25 Coalition and Highway 85 Coalition will give updates on the actions being taken to address transportation issues in our region.

The Transportation Summit 2015 is free and open to anyone. All you need to do is call 970-304-6496 ext. 3762 to register. Come, join us, and make a difference in solving our future transportation challenges.

Sean Conway chairs the North Front Range Metropolitan Planning Organization. He and Barbara Kirkmeyer are Weld County commissioners.

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