

BOULDER COUNTY ^{\$1} BUSINESS REPORT

BIZWEST MEDIA



HALL OF FAME

Class of 2013 joins group of area's business leaders
SECTION B



DISTINCTIVE HOMES

Chautauqua neighborhood heats up as sellers' market
SECTION C

Volume 32 | Issue 10 | April 26 - May 9, 2013

Cement maker must curb pollution

BY DALLAS HELTZELL
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Cemex faces \$1 million penalty over nitrogen-oxide emissions

LYONS — Cemex Inc., the owner and operator of a cement manufacturing plant in Lyons, has agreed to operate advanced pollution controls on its kiln and pay a \$1 million civil penalty.

"This settlement will reduce harmful emissions of nitrogen oxides,

which can have serious impacts on respiratory health for communities along Colorado's Front Range," said Cynthia Giles, assistant administrator for the federal Environmental Protec-

tion Agency's Office of Enforcement and Compliance Assurance, in a press statement.

"This agreement will mean cleaner air for Colorado residents downwind

of the Cemex facility and will contribute to improved air quality in Rocky Mountain National Park, which is one of our nation's most cherished public spaces," added Ignacia S. Moreno, assistant attorney general for the U.S. Justice Department's Environment and Natural Resources Division, in the press statement. "The settlement

► See **Cement, XX**

Docs work to limit athletes' injuries

University of Colorado team physicians, trainers lead preventive efforts



JONATHAN CASTNER

Dr. Sourav Poddar, a physician for the University of Colorado-Boulder's sports teams, examines athlete Nicole Karris' injured knee. Trainers look at films of football players and other athletes and keep track of injury rates and patterns to see how they can lower the number of injuries from year to year. **See story, 20A**

FDIC acts to retain mineral rights

BY MOLLY ARMBRISTER
marmbrister@ncbr.com

The Federal Deposit Insurance Corp. has launched a national program to retain mineral rights on lands it has taken back as a result of foreclosures and bank failures.

In areas where oil and gas development is booming, the new policy could mean millions of dollars for the agency's beleaguered bank insurance fund, and mean that banks will see lower insurance premiums.

However, the program also could complicate land deals, reduce some property values and mean lower tax revenue for local governments, experts said.

The FDIC declined interview requests on the new policy. But FDIC spokesman Greg Hernandez

► See **FDIC, 5A**

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Crowe out, Storey in at helm of Level 3

Editor's note: The following is a wrap-up of breaking local business stories published daily on the Boulder County Business Report's website. Sign up for our free BCB Rdaily, an all local e-news report sent to your email each weekday. Just click on "Register for E-Newsletters" at www.BCBr.com.

BY BUSINESS REPORT STAFF

news@bcbr.com



Storey



Crowe

BROOMFIELD — Jeff Storey, chief operating officer at Level 3 Communications Inc., has been promoted to president and chief executive officer.

Storey replaces CEO Jim Crowe, who led Level 3 since its beginnings in 1998 but said last month he intended to step down by the end of the year. Storey also was nominated to take Crowe's seat on the board of directors of Level 3 (NYSE: LVLT), a Broomfield-based operator of global fiber-optic networks.

"Jeff was the clear and unanimous choice of the board," chairman Walter Scott said in a company press statement. "With 30 years of industry experience and his intimate knowledge of Level 3's customers, employees and operating environment, Jeff is the right executive to lead Level 3 into the future."

Storey joined Level 3 in 2008 after having held senior executive positions at Leucadia Telecommunications Group, WilTel Communications and Cox Communications. *Posted April 11.*

BCBR DAILY

Space lab garners \$36 million

BOULDER — Researchers at a space laboratory at the University of Colorado-Boulder will receive about \$36 million from NASA to build and operate a space instrument that will collect data about space weather.

A small number of employees may be hired to work on the project, both at Laboratory for Atmospheric and Space Physics, or LASP, at CU-Boulder, and at a collaborator, the National Center for Atmospheric Research, or NCAR, in Boulder, according to Mark Lankton, project manager. About 40 local researchers will work on the project, including five to 10 students. Geomagnetic storms in space can

disrupt communication and navigation satellites, affecting cell phone coverage, global positioning system navigation and television programming. The LASP instrument – at 60 pounds and about two feet long – will gather data on Earth's upper atmosphere in the far ultraviolet portion of the electromagnetic spectrum to help explain more about such storms.

The project will be called the Global-scale Observations of the Limb and Disk, or GOLD. *Posted April 15.*

Tensegrity rebrands, hires CEO

BOULDER — Tensegrity Prosthetics Inc. in Boulder has changed its name to FitBionic and hired Eythor Bender as its chief executive.

The five-person company at 4900 Pearl St. was founded by Jerome Rifkin in 2006. It makes prosthetic feet that have human-like movement and benefit the wearer with better walking efficiency and reduced injury risk.



Bender

Rifkin will turn the CEO reins over to Bender but will continue to work as the company's chief technical officer.

Bender previously was CEO of Iceland-based Ossur.

At Ossur, Bender and his team built the company from a startup to a global, publicly traded organization with more than 1,600 employees and \$380 million per year in revenue. His team introduced some of the first bionic prostheses in the world and grew the company both organically and through the acquisition of 13 technology companies. *Posted April 19.*

Contract spurs jobs at XetaWave

BOULDER — XetaWave LLC will add employees and ramp up production of its radios to meet a contract with a major oil company that will use them in its wireless networks in the Bakken shale field in North Dakota.

Financial terms of the contract were not disclosed.

The radios will be used in three separate but overlaying wireless networks for mobile Internet access, facilities management and well head communications at 15,000 sites. Installation is under way with an expected build-out of the networks by 2015.

XetaWave, a provider of wireless technology, is expanding its production team and implementing an in-house manufacturing operation at its headquarters in Boulder.

XetaWave is manufacturing 150 radios per week, and expects this

► See **BCBRdaily**, 31A

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Rally's final IPO tally reaches \$96.6 million

BY BETH POTTER
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BOULDER – Rally Software Development Corp. raised \$96.6 million in its initial public offering, becoming the 12th company based in the Boulder Valley to be publically traded on a major stock exchange.

Boulder-based Rally (NYSE: RALY) raised \$84 million on April 12 by selling 6 million shares at \$14 per share. The offering share price was higher than the previous expected range of \$11 to \$13. It then raised

an additional \$12.6 million through an underwriter option to purchase additional shares. Underwriters of initial stock offerings typically allow themselves the ability to buy additional shares if the stock does well. Deutsche Bank Securities Inc. and Piper Jaffray & Co. acted as the lead underwriters in the IPO transaction.

Rally makes cloud-based software tools developers use to manage projects using agile development techniques. It has been one of the fastest-growing companies in Colorado, with a current headcount around 380

employees companywide.

Rally may buy other firms, may expand its sales force and may expand its international presence with the new capital, according to a document filed with the Securities and Exchange Commission.

Rally, its executives and investors have deep roots in Boulder. Rally's chief technology officer, Ryan Martens, founded the company in Boulder in 2001 as F4 Technologies Inc. Martens earlier had co-founded software company Avitek Inc. in Boulder. Rally's chief executive Tim Miller

served as CEO of Avitek until it was purchased by BEA Systems Inc. in 1999.

Jim Lejeal, Rally's chief financial officer, was an early angel investor. He was a co-founder of Raindance Communications Inc., a company based in Louisville that went public in 2000 and was acquired by West Corp. in 2006.

The company has received venture capital from Boulder Ventures, Mobius Technology Ventures, Mohr Davidow Ventures, Greylock Partners and Vista Ventures.

FlipTask



JONATHAN CASTNER

Aric Franzmeier founded Flip Task LLC in late 2012 to run a website that makes it easy for people to find help with their errands and odd jobs.

Website matches job-seekers with errands, odd jobs

BY ELIZABETH GOLD
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BOULDER — In a college town with 30,000-plus students, the competition for part-time jobs is high. But in Aric Franzmeier's world, there's room for everyone at the table.

In late 2012, Franzmeier launched Flip Task LLC, which runs FlipTask, a website that makes it easy for people to find help and to be help. On FlipTask, they're called task posters and task runners.

To date, about 50 people have posted tasks and 200 have lined up to respond. From doing yard work and walking dogs to providing rides to the airport and tutoring, FlipTask runners are taking the "virtual" out of "virtual assistant."

One runner answered the call to

“We monitor posts. It's the most foolproof way to protect posters and runners because computer-generated programs could miss things.”

Aric Franzmeier
OWNER,
FLIP TASK LLC

make and deliver a homemade apple cobbler.

As an added safety, FlipTask gives runners the option of having background checks and using that design-

nation to set them apart from other runners. The screening is conducted by Sterling Infosystems through FlipTask for \$40.

"We also monitor posts," said Franzmeier, FlipTask's sole owner. "It's the most foolproof way to protect posters and runners because computer-generated programs could miss things."

The free-to-join process starts with posters creating a profile, setting up a PayPal account and then posting a task, amount of time to complete and payment offered. The post then goes out to runners who have listed that task as one they're equipped to handle. Posters get to view each qualified runner's information and then pick someone for the job.

"We don't share anyone's email,

► See **FlipTask**, 29A

Pedalers can peddle apps at hackfest

Got an idea for a bicycle-related app?

A "hackfest" May 14 will challenge developers to come up with bike-themed mobile or web applications in three hours or less. Some of the apps might aid commuters while others could address real-world problems two-wheelers face.

The event, sponsored by PeopleForBikes and Quick Left Inc., will be held at Quick Left's headquarters at 902 Pearl St. in Boulder.

Rachel Scott, Quick Left's marketing manager, said the company is filled with bike enthusiasts.

"Through this fun event, our goal is to bring the tech and bike communities together to grow bike awareness, appreciation and encourage the creation of practical applications to enhance the sport where we all find common ground," Scott said in a press statement.

BCBR EYE

Quick Left hosts hackfests every other month. The last one featured teams that were faced with the same task but challenged to come up with complicated "Rube Goldberg" methods of achieving it.

The May event fits in with National Bike Month observances as well as Quick Left's corporate culture, Scott said. "A lot of us are avid cyclists," she said — including chief executive Ingrid Alongi, who has won some national racing titles.

Final projects will be judged by a panel of Bikes & Bytes sponsors including: PeopleForBikes.org, Stages Cycling, Training Peaks and Bike Valet. The first-place team will win a power meter valued at \$800 made by Boulder-based Stages Cycling LLC.

The event also will include roller

► See **Eye 8A**

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Lighting Tomorrow... TODAY!

Consultant sought to verify utility rates

BY BETH POTTER
bpotter@bcbr.com

BOULDER – More than 40 people have downloaded information about a consulting job offered by the city of Boulder, the task of which would be to verify that a possible city-run utility would not charge rates above those Xcel Energy Inc. charges city residents.

Boulder officials plan to hire the "independent third-party consultant" by May 16, to verify modeling information that city staff and consultants came up with about possible rates and other issues, the city said in an online document. The consultant or company hired to do the job is expected to present findings to the Boulder City Council on July 23.

Applicants must download a city "request for proposal" and submit it to the city. The application deadline is Monday, April 29. Boulder city government staffers are not releasing how much the city expects to pay for the job so that they can get "more objective bids" about its cost, said Patrick von Keyserling, Boulder's communications director.

The contract amount is expected to be made public once a consultant is chosen, von Keyserling said.

Boulder voters in November 2011 narrowly approved two ballot measures that allow the city to explore creating its own electric utility and create a budget of \$1.9 million annually for five years to pay for related work. City Council members on April 16 voted to hire the consultant.

Boulder staffers doing research on the city-run utility expect to get together with staff at the Platte River Power Authority in Fort Collins to exchange information, said Heather Bailey, Boulder's executive director for energy strategy and electric-utility development. Bailey did not give a specific time for the meeting. The nonprofit utility generates power for Estes Park, Fort Collins, Longmont and Loveland.

The meeting will not be about possible partnerships or planning, Bailey said.

"It's no formal planning or anything like that. We just plan to get together and talk about what's going on," Bailey said.

Bailey said she and her staff have met with representatives of utilities locally and nationally as part of their research on how to create a city-owned utility. Bailey mentioned the Western Area Power Authority in Lakewood and Colorado Springs Utilities as two with which she and her staff have met in the past.

At the same time, Xcel wants to work with Boulder officials to create "new energy options," a spokeswoman said, following the Boulder City Council vote to move forward on creating a municipal electric utility.

"We anticipated the city council would move forward with Phase 2 of its plan and the continued promotion of municipalization to the community," Michelle Aguayo, an Xcel spokeswoman, said in a prepared statement.

"We will (also) work with the city and a task force of Boulder citizens to create new energy options that will allow Boulder to achieve its energy goals better, faster and cheaper with Xcel Energy than through the risky municipalization of the utility."

City council members voted 8-1 on April 16, to move forward with plans to create the municipal electric utility that is expected to run using more renewable energy than is currently used. Councilman Ken Wilson cast the lone dissenting vote.

City staffers will start preparing for condemnation proceedings against Xcel to acquire the utility's infrastructure that delivers energy to Boulder's residents and businesses.

In addition, the city is expected to refine its financial modeling to show whether it could provide cleaner energy at similar or lower costs, Bailey said. Natural gas may be used as the

► See **Rates, 31A**

BOULDER COUNTY BUSINESS REPORT

Volume 32 : Issue 10
April 26 - May 9, 2013

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The Boulder County Business Report (USPS 018-522, ISSN 1528-6320)

Is published biweekly, with an extra issue in December, by BizWest Media LLC, a Colorado corporation, 3180 Sterling Circle, Suite 201, Boulder Colorado, 80301-2338.

Periodical Postage Paid at Boulder, CO and at additional mailing offices.

Subscriptions are \$49.97. International subscriptions are \$180.00.

POSTMASTER; Send change of address notices to:

The Boulder County Business Report, P.O. Box 270810, Fort Collins, CO 80527.

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FDIC from 1A

said via email that the FDIC “continually looks at the value of the assets it acquires from failed banks to determine if it is maximizing the return on the disposition of those assets.”

The FDIC has nearly 300 acres of land listed for sale in Colorado, worth an estimated \$6.7 million, excluding the value of underlying minerals. The properties are scattered throughout the state, but the largest piece, a 215-acre commercial parcel, is located in Weld County, near the intersection of 65th Avenue and 49th Street in Evans.

Royalties derived from minerals that the FDIC retains could help bolster the FDIC’s deposit insurance fund, which took a nearly \$70 billion hit during the recession.

The FDIC guarantees customer deposits at the nation’s banks and primarily is funded through premiums paid by banks. At the beginning of 2008, the fund held \$52.8 billion, but by the fourth quarter of 2009 it was \$20.9 billion in the red as the FDIC paid depositors billions of dollars when their banks failed.

The fund has since recovered, and held \$33 billion at the end of 2012. But new federal legislation, the Dodd-Frank Wall Street Reform and Consumer Protection Act, requires that the FDIC add more to the deposit fund. The act requires the fund to reach a minimum reserve ratio of 1.35 percent by 2020, up from its current level of 0.45 percent. Before Dodd-

Frank, the FDIC was required to maintain a reserve ratio of 1.15 percent.

This means that for every \$100 in insured deposits in the nation’s banks, the FDIC must hold \$1.35 in reserves.

Despite the economic recovery, the agency continues to struggle to rebuild its balance sheet. In a memo dated March 28, the FDIC projects that the insurance fund will reach 1.15 percent in 2018, leaving only two years to increase the fund’s balance to the mandated amount.

“The FDIC has a statutory duty to preserve the insurance fund,” said Don Childears, president of the Colorado Bankers Association. The agency also enjoys special rights that allow it to make policies such as this one, Childears said.

The impact on banks will be “minuscule,” Childears said, but the policy means banks may eventually be able to pay smaller premiums into the deposit insurance fund because of the new oil and gas revenue.

An FDIC white paper obtained by the Business Report outlines how the FDIC plans to make money by developing its own mineral rights portfolio. Before the new policy, which took affect April 1, the FDIC retained mineral rights on a case-by-case basis, Hernandez said. Now it plans to retain them on all transactions. The only properties exempted from the program are those that are worth less than \$50,000 or are occupied by a condominium.

As a result of the most recent oil boom, the FDIC has received income from discovered mineral interests reserved from banks that failed nationwide as many as 75 years ago, according to the white paper.

Since 2010, the FDIC has received mineral interests in several states, including Colorado. Two Colorado deals in particular were noted in the white paper, including one in Larimer County.

Mineral rights are measured in units known as net mineral acres, which are equal to the full mineral interest in one acre of land, according to the Colorado Oil and Gas Association. In 2012, the FDIC was paid \$130,000 for 141 net mineral acres from a mineral interest reservation it acquired when FirstTier Bank, formerly based in Louisville, failed in early 2011.

Money paid to the FDIC from those interests range from \$150 to \$2,600 per net mineral acre. In the first six months of 2012, the FDIC received more than \$1.5 million in oil and gas income.

For those mineral rights it already holds, the FDIC negotiates a 20 percent to 25 percent royalty interest on the production of wells after they are drilled and completed, according to the white paper.

A royalty interest means that the mineral interest owner is entitled to a portion of the proceeds of the production, and generally is not required to pay any portion of the production costs.

Richard Adams, district manager

for northern Colorado at Stewart Title and former counsel and section chief for the Division of Liquidation at the FDIC said he was “not surprised the FDIC has woken up” and decided to more aggressively reserve mineral rights.

With today’s new technologies, Adams said, finding and accessing oil is easier than ever, so the FDIC may be able to capitalize on the reservation sooner than those reservations made decades ago.

In rural areas, the FDIC will retain the rights to access the surface for the purposes of searching and drilling for oil and gas, but for properties within city limits the agency will waive those rights and instead attempt to drill any oil found there using techniques such as hydraulic fracturing or slant drilling.

The agency’s white paper also states that any damages resulting from the use of fracking will fall on whatever company drills the oil, rather than on the FDIC as the holder of the mineral rights.

But the program is not without potential pitfalls. Even with today’s technologies, it could still take generations to discover oil in a given area, according to G. Brent Coan of Otis, Coan & Peters.

Given the amount of time it sometimes takes to find oil, it could take decades for the FDIC to see a return on the reserved mineral rights.

Beyond that, mineral owners should be paying taxes on the minerals they drill, Coan said.



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Don't let transportation 'fee' take us for a ride

The city of Boulder has launched a yearlong planning process for an update to its Transportation Master Plan, and simultaneously has been exploring the idea of a transportation maintenance fee. At first blush, the two have as much in common as grapes and gravel.

At a recent city council study session, however, staff linked the two because of a dearth of funding, at both the state and federal levels, and a concern that it will not be able to fund the "transportation vision" outlined in the master plan.

The city frames the funding problem by positing that the current sales-tax funding model erodes the system, impedes progress and diminishes buying power, resulting in a \$3.2 million shortfall for transportation operations and maintenance. Enter the transportation maintenance fee as a proposed solution.

The fee, which would be charged as part of customers' water and sewer utility bills, would be based on land use and vehicle trip generation based on data from the Institute of Transportation Engineers. The data is intended to approximate the burden that different properties impose on city streets.

But what is this fee exactly? What problems might it solve?

And, what will it cost?

Is the TMF really a fee, or is it a tax? We would define a fee as a charge for use of a service or amenity, the amount of which is related to the cost of providing that service or amenity. A tax, on the other hand, while it may be applied to a particular good or service, is collected to raise general purpose revenue.

Taxes go into the general fund, and the city government can spend tax revenue on anything it wants. Some argue that without addressing the prioritization of how the city manages its budget overall, taxpayers have no assurance that revenue generated would go to needed road repair and maintenance.

We strongly support multimodal transportation as integral to the Transportation Master Plan and as an important asset in attracting and retaining employers and talent. However, we are concerned that the mundane basic safety expenses like asphalt repair may take a backseat to alternative-mode goodies

such as universal Eco Passes and lighting for bike paths.

One problem a TMF solves for the city is TABOR, or Taxpayers' Bill of Rights. By identifying this revenue stream as a fee, rather than a tax, the city could sidestep a vote of the people and could adjust the fee should costs increase.

At a study session in April, council members indicated that if they do opt for a fee, they would ask for an advisory vote on the initial amount, but we are left wondering what safeguards are in place for any future adjustments.

So, what will it cost? The city's summary, maxing out at \$6 monthly for the all-inclusive package, seems like a steal. What's missing from their one-page summary is the cost for Boulder's businesses, federal labs, BVSD and CU. This cost was disclosed in the city's extensive community outreach to impacted organizations, including the Boulder Chamber, and we can tell you – it's a big bite.

Rates for commercial and indus-

trial properties would be considerably higher than those for residential properties. Based on the city's proposed options, which range from \$2.5 million to \$5.6 million yearly, commercial and retail users would pay the highest rate, \$16,000 to \$20,480 annually, and warehouses the lowest, \$525 to \$672 annually. The federal labs would be charged \$27,681 to \$58,255, CU \$70,536 to \$158,000 and BVSD \$93,599 to \$209,662 per year.

If revenue must be raised for transportation purposes, we strongly recommend that the city put the question forward as a tax, subject to a vote of the people, with clear ballot language stating how the tax revenue will be spent. If passed, we ask for a regular and clear accounting on the measure and a restrained fiscal approach to managing the general fund overall, in accordance with the city's Blue Ribbon Commission on Revenue. That way, no one gets taken for a ride.

Angelique Espinoza is the public affairs manager, and Elisabeth Patterson is a public affairs associate for the Boulder Chamber. They can be reached at 303-938-2077 or angelique.espinoza@boulderchamber.com.



Angelique Espinoza



Elisabeth Patterson

GUEST OPINION

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Changes due at Deming Center as director retires

Jerde expanded center's community base, gained national exposure for CU

BY DALLAS HELTZELL
dheltzell@bcbr.com



BOULDER — The leader is on the way out and restructuring is on the way in at the Deming Center for Entrepreneurship.

Executive director Paul Jerde will retire June 7 after nine years at the helm of the Deming Center at the University of Colorado-Boulder's Leeds School of Business.

"I've had an absolutely marvelous experience" at Deming, said Jerde, who is credited with expanding the center's community base and student programs, and helping the business school program achieve national recognition. The best part, he said, has been "to be so closely connected to the world's future leaders."

"When I came in," he said, "the biggest unmet need was access to the university. There was a tremendous desire for it from the business community. We built our model very much with that in mind — to create trusted relationships between the business community and the campus."

The center's mission, according to its website, is to prepare Leeds graduates "by equipping them to think like entrepreneurs, act as social innovators and deliver as successful business leaders."

Part of that outreach is to CU students who aren't business majors. The Cross Campus Entrepreneurship Certificate takes students through the process of tackling big challenges in a business context.

"We started out with one section with 17 students" in 2009, Jerde said. "Now we're up to 200 to 300. ... You can't teach someone to be an entrepreneur, but you can teach the skillset and the mindset."

In a letter sent in March to the center's staff, Leeds dean David Ikenberry and Deming Center executive board chairman Cindy Carillo wrote that Jerde's "departure and changes in the Leeds School's administrative approach to the student experience provide a timely opportunity to reformulate the Deming Center's approach to the support it provides to students, the university and to the entrepreneurship community."

As part of the new approach, which the letter refers to as "Deming 2.0," the positions of executive director and academic director would be reformed into three posts: director of community engagement and operations, faculty director for student experience and faculty director of research. Professor

community-engagement and operations directorship by June.

Because the Leeds School has stepped up its student support services, the letter said, the Deming 0

Jerde earned a master's degree in business administration from CU in 1974 and held a number of senior management positions and board seats at private and public companies — including Louisville-based Envysion Inc. He co-founded Corboy and Jerde LLC, an investment banking firm specializing in private transactions for emerging growth and medium-size businesses in the

Rocky Mountain region.

What's next for the retiring director?

"I'm being very deliberately cautious and not jumping into anything too quickly," Jerde said, adding that he would continue to work with the Unreasonable Institute, a Boulder-based incubator that hosts entrepreneurs, mentors and investors for six weeks in a single home to live, work and learn together in a focused business-building program.


"I am so inspired by what those young folks are doing," Jerde said.

"I've had an absolutely marvelous experience" at Deming, said Paul Jerde, who is retiring June 7 after nine years at the helm of the Deming Center at the University of Colorado-Boulder's Leeds School of Business. Jerde is credited with expanding the center's community base and student programs, and helping the business school program achieve national recognition.

Sharon Matusik will hold the latter position, while a faculty member will fill the student-experience post. A search committee has been formed and tasked with filling the

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First-quarter VC financing declines in area

BY BETH POTTER
bpotter@bcbr.com

BOULDER — Five companies in Boulder received a total of \$10.8 million in venture-capital financing in the first quarter of 2013, according to the latest MoneyTree financial report.

The amount is much less than the \$40.7 million investors gave to three Boulder Valley companies in the fourth quarter of 2012, according to the report, which was compiled by Pricewaterhouse Coopers and the National Venture Capital Association, based on data supplied by the Thomson Reuters media group.

Bioptix Diagnostics Inc. in Boulder

received \$6.23 million in venture capital during the first quarter from Boulder Ventures Ltd. and Rossiyskaya Korporatsiya Nanotekhnologiy GK.

The biosensor company makes an optical device that can monitor biological interactions. Company spokesman Nolan Smith said the company received \$5 million in the first quarter, and that the discrepancy between the two reported numbers is because of a filing made with the Securities and Exchange Commission.

TeamSnap Inc., a Boulder company that makes web-based and mobile applications that help schedule activities, received \$2.75 million in

venture-capital funding from Eon-Business Corp., Toba Capital, Torstar Corp., Trinity Ventures and a pair of undisclosed firms.

Flixmaster Inc., a Boulder company that makes software that gives interactive capabilities to online video, received \$2.29 million in funding from Golden Seeds LLC and an undisclosed firm.

Daily Inches Inc., a Boulder company with a content-marketing software platform, received \$500,000 from Highway 12 Ventures.

Rally Software Development Corp. in Boulder received \$298,000 in funding from Foundry Group LLC and Mohr Davidow Ventures.

The Boulder cloud-based software-applications company (NYSE: RALY) raised \$96.6 million in an initial public offering filed on Friday, April 12.

In total, 17 companies across the state received \$79 million in venture capital in the first quarter, according to the report.

For 2012, 99 Colorado companies received \$559.7 million in venture-capital financing. That was a 9.1 percent drop in financing from the \$615.7 million received by 107 companies in 2011.

The drop in funding statewide in 2012 was mirrored by a national drop of 10 percent in dollars and a 6 percent decline in deals.

EYE from 3A

competitions, races, contests and an awards ceremony to entertain the noncoders in attendance.

Quick Left, a software development consultancy that specializes in web development, design, training and mobile applications, faces a busy spring schedule. It's taking part in TechStars Boulder's sixth annual Startup Weekend events April 26-28 and an office-chair race and scavenger hunt May 17. It's teaming with partners including Rally Software Inc. to organize the Boulder Civic Hackfest June 1-2 at Hub Boulder, 1877 Broadway.

A single-family home in Boulder designed by architecture firm Arch11 was featured in the April 12 edition of *The Wall Street Journal*. Arch11 built the 4,700-square-foot contemporary residence for the Dunbars, co-owners of outdoor gear company Sea to Summit Inc., on a trapezoidal-shaped lot, using glass walls to provide views of adjacent open space park and the Flatirons.

According to **Candace Jackson**, who wrote the article, the Dunbars, both climbing enthusiasts — **Shelley Dunbar** was once a professional rock climber — wanted “to feel merged with the outdoors where they are happiest.” The back of the house opens up to the outdoors with sliding glass panels.

Working with the small irregular lot with numerous physical and regulatory limitations, plus designing for the 140 mile-per-hour winds that bear down on the home due to its location at the base of the Rocky Mountain foothills provided challenges, said architect **E.J. Meade**, but he was pleased with the end result that incorporates the couple's love of the outdoors with contemporary architecture.

Green features include geothermal heating and cooling, high performance glass walls, a 10 KV photovoltaic system, and a green roof above the garage — planted with native grasses and wildflowers — which visually connects the home to the adjacent mountain meadow.



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Tips for working with copywriters on marketing

Perhaps you're a small business getting ready to launch a marketing campaign. Or maybe, you're a solopreneur working hard to get your name out there, but have an overflow of work you can't handle without extra assistance.

Are you one of those folks who made the mistake of hiring your cousin's sister's brother because they'll do it for free? Have you thought, "It's easy to write copy so why pay a professional for something anyone can do?" In the end, you quickly discovered that you didn't get the desired results you'd hoped for. Wonder why?

It makes sense that, if you are not a copywriter, you'd contact a professional to do the best job for you. When you don't have the creative talent and marketing background, outsource the project to someone who does.

Working on any marketing content, be it a website or brochure, is a team effort — a partnership created to develop the best tools for promoting your product/service. Each person in the partnership has certain responsibilities.

Being organized and prepared before you meet with the writer saves time and money in the long run. And, it increases your chances

of getting the results you're looking for — record-breaking ones.

There are five steps to follow to achieve success.

Define your goals

What's the purpose of the project you're assigning? Do you want to sell more products/programs/services?



GUEST OPINION

Debra Jason

Gain name recognition? Increase your exposure? Create a brand image? Generate new leads?

Simply state your goals. It sets your copywriter off in the right direction

— to create a captivating, results-oriented promotion for you.

Determine the media

Marketing is comprised of several elements that come together like pieces of a puzzle. Let your writer know which components she's going to write. There are myriad vehicles, such as blogs, brochures, self-mailers, direct-mail packages, email auto-responses, newsletters, press releases, social-media updates, video sales letters or websites, and each

requires a special touch.

Tell copywriter everything

You know your product/service best. A copywriter knows how to write to sell that product. So, don't be shy. Tell everything. If your copywriter asks you a lot of questions, be grateful. The more you tell, the better your chances are of getting the content you want — as soon as the first draft.

What is the single strongest benefit of your product/service? What are the challenges/issues your prospects face? How does your product solve those challenges and make their lives easier? Why should someone buy your product over the competition's? What makes yours special?

When you're asking your writer to write for the Web, be sure to provide a list of keyword phrases. Which phrases would a prospect type into Google to find a professional like you when they don't know who you are?

Your writer's goal is to create a compelling piece that converts prospects into loyal, paying customers. Don't hold back. It's your responsibility to share what you can.

Know your audience

Who is your ideal client/customer? Imagine you're introducing your copywriter to one person in your

audience. Then, tell your copywriter everything you know about them — from demographics to lifestyle information.

Keep in mind that the tone of a brochure or website differs if you want to reach single 35-year-old women vs. professional married women in their 50s.

The more you divulge, the easier it is for a copywriter to "get acquainted" with your audience before starting to write. The end result is a piece that attracts their attention, makes an impact and motivates them to buy your product or service.

Hire the right copywriter

The project you're about to assign sends a message about your product/service. You want to make a good first impression. Your copywriter should also make a good first impression — with you. Find one who is talented and honest. Established a positive personal rapport. You both should feel comfortable sharing opinions and making compromises to achieve your goals.

Debra Jason is the owner of Boulder-based The Write Direction. She has more than 25 years of experience in direct marketing. Contact her at 303-443-1942 or debra@writedirection.com.

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DISCOVERIES

Study scratches surface of quantifying pain

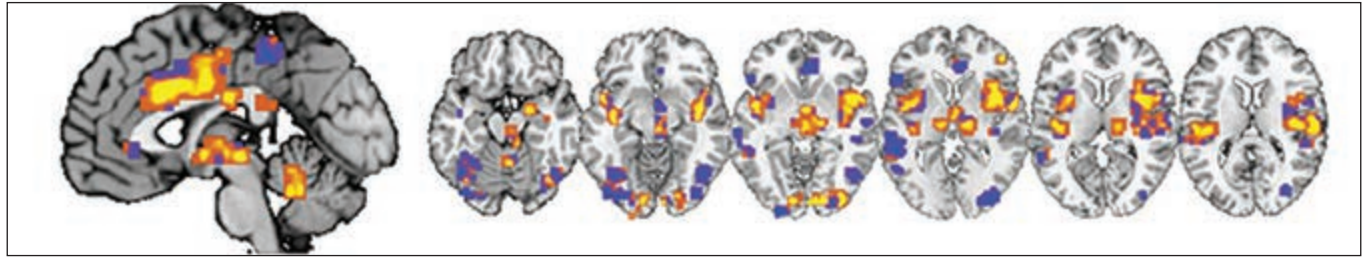
CU study measures pain discovered in brain scan patterns

SPECIAL TO THE BUSINESS REPORT
news@bcbr.com

BOULDER — For the first time, scientists have been able to predict how much pain people are feeling by looking at images of their brains, according to a new study led by the University of Colorado-Boulder.



The findings, published in the New England Journal of Medicine, may lead to the development of reliable methods doctors can use to objectively quantify a patient's pain. Currently, pain intensity can only be measured based on a patient's own description, which often includes rating the pain on a scale of one to 10. Objective measures of pain could confirm these



COURTESY UNIVERSITY OF COLORADO-BOULDER

These images illustrate the neurologic signature of pain in brain scans. University of Colorado-Boulder associate professor Tor Wager conducted a study that may lead to the development of methods using brain scans to objectively measure anxiety, depression, anger or other emotional states.

pain reports and provide new clues into how the brain generates different types of pain.

The new research results also may set the stage for the development of methods using brain scans to objectively measure anxiety, depression, anger or other emotional states.

"Right now, there's no clinically acceptable way to measure pain and other emotions other than to ask a person how they feel," said Tor Wager, associate professor of psychology and neuroscience at CU-Boulder and lead author of the paper.

► See **Pain, 11A**



“We found a pattern across multiple systems in the brain that is diagnostic of how much pain people feel in response to painful heat.”

Tor Wager
ASSOCIATE PROFESSOR OF
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University of Colorado Boulder

CEMENT from 1A

is part of the Justice Department's continuing efforts, along with the Environmental Protection Agency, to bring significant sources of air pollution within the cement manufacturing sector into compliance with the Clean Air Act."

The Justice Department, on behalf of the EPA, filed a complaint against Cemex, alleging that from 1997 to 2000, the company unlawfully made modifications at its Lyons plant that resulted in significant net increases of nitrogen oxide and particulate emissions. The complaint further alleges that these increased emissions violated the act's requirements that companies must obtain the necessary permits before making modifications at a facility and install and operate required pollution-control equipment if modifications will result in increases of certain pollutants.

As part of the settlement, Cemex will install "selective noncatalytic reduction" technology at its plant in Lyons. According to the EPA, this will reduce nitrogen oxide emissions by approximately 870 to 1,200 tons per year. The initial capital cost for installing the technology is approximately \$600,000, EPA said, and the cost of injecting ammonia into the stack emissions stream is anticipated to be about \$1.5 million per year.

The settlement is part of EPA's national enforcement initiative to control harmful air pollution from the largest sources of emissions, including cement manufacturing plants.

Nitrogen oxide emissions may cause severe respiratory problems and contribute to childhood asthma, EPA said, adding that they also contribute to acid rain, smog and haze which impair visibility in national parks, and also can travel significant distances downwind, crossing state lines and creating regionwide health problems.

Cemex, one of the world's largest cement producers, was founded in 1906 in Mexico where it still maintains its headquarters. It has operated east of Lyons for more than 40 years, quarrying limestone from Dowe Flats at the foot of Rabbit Mountain, northwest of Longmont. The rocks are crushed into a dust that is heated to about 2,700 degrees Fahrenheit in a kiln, and the resulting substance — called "clinker" — is milled into cement.

Years of neighbors' complaints about the dust clouds emitted by the process abated beginning in 2006 when the plant launched a "Beyond Compliance" initiative.

In 2012, Cemex (NYSE: CX) reported net sales of \$15 billion, a decline of 2 percent from the previous year.

PAIN from 10A

The research team, which included scientists from New York University, Johns Hopkins University and the University of Michigan, used computer data-mining techniques to comb through images of 114 brains that were taken when the subjects were exposed to multiple levels of heat, ranging from benignly warm to painfully hot. With the help of the computer, the scientists identified a distinct neurologic signature for the pain.

"We found a pattern across multiple systems in the brain that is diagnostic of how much pain people feel in response to painful heat," Wager said.

Going into the study, the researchers expected that if a pain signature could be found it would likely be unique to each individual. If that were the case, a person's pain level could only be predicted based on past images of his or her own brain. But instead, they found that the signature was transferable across different people, allowing the scientists to predict how much pain a person was being caused by the applied heat, with between 90 percent and 100 percent accuracy, even with no prior brain scans of that individual to use as a reference point.

The scientists also were surprised to find that the signature was specific to physical pain. Past studies have shown that social pain can look very similar to physical pain in terms of the brain activity it produces. For example, one study showed that the brain activity of people who have just been through a relationship breakup — and who were shown an image of the person who rejected

them — is similar to the brain activity of someone feeling physical pain.

But when Wager's team tested to see if the newly defined neurologic signature for heat pain would also pop up in the data collected earlier from the heartbroken participants, they found that the signature was absent.

Finally, the scientists tested to see if the neurologic signature could detect when an analgesic was used to dull the pain. The results showed that the signature registered a decrease in pain in subjects given a painkiller.

The results of the study do not yet allow physicians to quantify physical pain, but they lay the foundation for future work that could produce the first objective tests of pain by doctors and hospitals.

"I think there are many ways to extend this study, and we're looking to test the patterns that we've developed for predicting pain across different conditions," Wager said. "Is the predictive signature different if you experience pressure pain or mechanical pain, or pain on different parts of the body?"

"The pattern we have found is not a measure of chronic pain, but we think it may be an 'ingredient' of chronic pain under some circumstances. Understanding the different contributions of different systems to chronic pain and other forms of suffering is an important step toward understanding and alleviating human suffering."

The study was funded by the National Institute on Drug Abuse, the National Institute of Mental Health and the National Science Foundation.

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Last, but not least, a very special thank you to all members of the Community Food Share Guild who spent many hours organizing, soliciting and decorating for the WhiteWave Foods Spring Fest - Denim & Diamonds Gala!

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LEGAL SERVICES

13A | Sheridan-Ross opens office in Broomfield

14A | Law Firms

Law firms partner to aid area startups

Helping Boulder industries grow pays dividends

BY SALLY McGRATH
news@bcbr.com

BOULDER — Boulder Valley law firms are growing and have an extra motivation to get creative about how to best position themselves as the best go-to firm to meet local clients' needs.

These firms — like those offering other professional services — are drawn to the Boulder Valley by its entrepreneurial climate, which spawns startups at an increasing rate as the national economy improves. Successful startups, in turn, create substantial capital, and much of that money is invested back into the community — including into the pockets of the lawyers who helped them along the way.

Law firms have no single strategy when it comes to marketing themselves in today's competitive environment.

"Legal markets are getting a lot more competitive," said John Marcil, partner in charge of the Boulder office of Faegre Baker Daniels LLP, which employs 16 lawyers locally and 750 nationally and internationally.

"What we're doing is the next evolutionary step of what law firms have done for a long time," Marcil said. "For a long time, we have sponsored local trade associations, paid fees to get our name on a website, networked with similar groups.

"We have evolved from that. We are still going to do those things. But now, we are partnering with another firm — a marketing firm or an accounting firm — to present issues to the local business community in a way that is educational and that



“We are partnering ... to present issues to the local business community in a way that is educational and that allows for networking by both sides.”

John Marcil
PARTNER,
FAEGRE BAKER DANIELS LLP

allows for networking by both sides.

"We are trying to engage the community in an industry partnership as a way to (spur) business development and increasing our visibility, but also to help promote and educate small businesses and to help entrepreneurs grow their businesses."

An example, Marcil said, is the firm's outreach to the organic and natural-foods industry, in which Boulder is becoming a hub. Last June, New Jersey-based Smart Balance acquired Denver-based Udi's Healthy Foods and

its gluten-free product lines for \$125 million. The company then changed its name to Boulder Brands Inc. and moved its headquarters to Boulder. Boulder is the place natural-food companies want to be, company chairman and chief executive Steve Hughes said when he announced the move.

Seizing an opportunity, Marcil is collaborating with a national marketing firm to sponsor a food law seminar for the organic and natural-food industry in Boulder that will be held later this summer.



“Many of our attorneys do mentoring on an individual basis. We participate in panels and business organizations ... and networking events ... We teach courses at CU and participate in panels there.”

Christopher A. Gunlikson
PARTNER
HOLLAND & HART LLP

"This is a way for us to provide the expertise we can to clients and non-clients from food startups to established executives in the area," Marcil said. "The food industry is heavily regulated to ensure product safety. Our lawyers can advise on how to conduct food and safety audits, and can help when issues with regulatory authorities arise.

"It's definitely a way to build our reputation, but also to be a good citizen of the community."

Another example is in the life science industry, which also is flourishing in the Boulder area.

"Boulder has a robust life science industry," Marcil said, with multiple pharmaceutical companies and federal labs located here. Marcil's firm has targeted this area of growth and is planning a life science event, which will be a forum for people to get to know one another. "We're creating good will within the community, while enhancing the brand," he said.

Faegre Baker Daniels is active at the University of Colorado's entrepreneurial law clinic and works pro bono with incubators and accelerators, Marcil said.

"It's a lot of fun," he said. "It's fast-paced; and it's great to see Boulder be recognized nationally for its technology startups and organic and natural-foods industry."

Not all law firms see these type of partnerships as the key to their future success.

"Creating partnerships with new industry is one model for driving business and community interests," said Mark W. Weakley, managing partner of the Boulder office of Bryan Cave HRO LLP.

A better model, he said, is "where we see law firms collaborating, sometimes financially, with other industry segments as thought leaders. One

► See **Law, 13A**

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LAW from 12A

area where this is happening is in the technology area around TechStars.”

Law firms, accounting firms, professional investors and many others collaborate to provide bedrock for entrepreneurs to grow their ideas faster through TechStars, Weakley said.

“TechStars is a true platform where law firms can do something other than give money for a banner or hold a seminar to sell services,” he said.

TechStars provides seed funding from more than 75 top venture capital firms and angel investors who are vested in the success of program startups. Recipients also receive intense mentorship from hundreds of the best entrepreneurs in the world, including legal firms such as Bryan Cave, and the chance to pitch to angel investors and venture capitalists at the end of the program.

TechStars companies each receive \$118,000 — \$18,000 in seed funding and an optional \$100,000 convertible-debt note. They average more than \$1.6 million in outside venture capital raised after leaving the TechStars program.

The law firms get an opportunity to support the community by mentoring its top young talent — and then if a successful TechStars company’s leaders need legal aid later and remember that great mentor they had from Bryan Cave, well, it’s a win-win.

“The challenge for the law firms is to decide how they can collaborate

“**The challenge for the law firms is to decide how they can collaborate beyond providing sponsorship dollars. We are moving away from sponsoring events to becoming involved in leadership positions.**”

Mark W. Weakley

PARTNER,
BRYAN CAVE HRO LLP

beyond providing sponsorship dollars,” Weakley said. “We are moving away from sponsoring events to becoming involved in leadership positions.”

The Boulder office of Holland & Hart LLP is in a growth mode and recently hired 10 new attorneys in its Boulder office, said Christopher A. Gunlikson, managing partner in the Boulder office. The firm is seeing significant growth in all of its practice groups.

“IP is a huge growth area, specifically within the Boulder area,” Gunlikson said. The firm recently completed an expansion of its downtown Boulder office.

Partnerships with industry initiatives are done by individual attor-

neys on a case-by-case basis than as a corporate initiative, said Gunlikson, adding that “some are tailored toward individual practice areas.”

Holland and Hart is a large Colorado firm with a strong Boulder market.

“We are not targeting one type of litigation,” he said. “Many of our attorneys do mentoring on an individual basis. We participate in panels and business organizations within the Boulder Chamber and networking events through the (Boulder County Business Report). We teach courses at CU and participate in panels there. That’s our outreach.”

Holland & Hart opened its Boulder offices in 1993 as the Boulder County business community rapidly expanded. Since its inception in 1947, it has grown into a full-service law firm of more than 440 lawyers in 15 offices across the Rocky Mountain West and in Washington, D.C. The company also delivers integrated legal solutions to regional, national and international clients of all sizes.

Holland & Hart also has an internationally recognized mining practice, an intellectual property group responsible for trademark registrations and patent portfolios in more than 170 countries. One of the firm’s Boulder-based attorneys, Michael Drapkin, was one of three Colorado lawyers who were instrumental in bringing a U.S. Patent and Trademark regional satellite office to Denver.

Intellectual-property law practice to open office in Broomfield

BY BETH POTTER

bpotter@bcbr.com

BROOMFIELD — The Sheridan Ross PC law firm announced that it will open an office in May in the Interlocken business park in Broomfield.

The new office will have six attorneys and focus on helping existing clients in the Broomfield-Boulder region, according to a press statement from the firm. The new office will be at 390 Interlocken Crescent, Suite 890, in Broomfield.

Denver-based Sheridan Ross focuses on intellectual-property law with 41 attorneys and five patent agents. It has grown from a base of 28 attorneys working in the office 18 months ago. Six of the existing attorneys in Denver will move to the new office.

“This is an important geographic corridor for us, and it is home to some of the most dynamic companies and people in Colorado,” said Bruce Kugler, Sheridan Ross’ president. “We’re excited at the opportunity to bring our expertise to the market and to be a part of that future growth as well.”

The new office will be Sheridan Ross’ third. The firm opened an office in Colorado Springs in 2011. The firm was founded in Denver in 1954.

SHERIDAN ROSS attorneys at innovation
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announcing our growth

Sheridan Ross P.C., the oldest intellectual property law firm in the Rocky Mountain Region, is pleased to announce the **opening of our new office in Broomfield.**

The Broomfield-Boulder corridor is home to some of the most dynamic and innovative companies and people in business today, including many of our current, long-term clients, and we’re excited to provide greater access to our experts and expand our focus with these companies.

We look forward to introducing you to our team and the depth of our experience as we strive to help innovators and entrepreneurs protect their intellectual property and grow their business.

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| 1 | COOLEY LLP 380 Interlocken Crescent, Suite 900 Broomfield, CO 80021 | 38 33 | 10 28 | 6 0 | Venture capital, technology and life sciences law. | 720-566-4000 www.cooley.com 1993 |
| 2 | BERG HILL GREENLEAF & RUSCITTI LLP 1712 Pearl St. Boulder, CO 80302 | 37 26 | 14 18 | 5 4 | Alternative dispute resolution, appeals, business, construction, criminal, environment, government, litigation, real estate, trusts and estates, trademarks. | 303-402-1600 www.bhgrlaw.com 2001 |
| 3 | HOLLAND & HART LLP 1800 Broadway, Suite 300 Boulder, CO 80302 | 36 21 | 15 11 | 7 10 | Business transactions and financing; securities and capital markets; estate and wealth transfer planning; intellectual property; trademark registration, counseling and enforcement; patent protection. | 303-473-2700 www.hollandhart.com 1947 |
| 4 | HUTCHINSON BLACK AND COOK LLC 921 Walnut St., Suite 200 Boulder, CO 80302 | 22 12 | 15 3 | 3 4 | Corporate and intellectual property work, complex commercial and personal injury litigation, real estate development and leasing, estate planning and employment law. | 303-442-6514 www.hcboulder.com 1891 |
| 5 | DONELSON CIANCIO & GRANT PC 275 S. Main Street, Suite 201 Longmont, CO 80501 | 21 16 | 10 11 | 9 N/A | Business, real estate law; estate planning, probate; family law; civil, commercial litigation; tax; criminal def.; personal injury, wrongful death; employment; land use, dev.; water, oil, gas. | 303-776-3100 www.colo-law.com N/A |
| 6 | CAPLAN AND EARNEST LLC 1800 Broadway, Suite 200 Boulder, CO 80302 | 19 43 | 11 7 | 8 1 | Insurance coverage, health care, nonprofits, business law, litigation, appellate practice, labor and employment, corporate law, partnership law, banks and banking, construction law, real estate dev. | 303-443-8010 www.celaw.com 1969 |
| 7 | FRASCONA, JOINER, GOODMAN & GREENSTEIN PC 4750 Table Mesa Drive Boulder, CO 80305-5575 | 17 21 | 6 7 | 12 4 | Real estate, business and association law, domestic relations, estate planning, family law, water rights, civil litigation, aviation, probate, wills, securities, foreclosure, bankruptcy. | 303-494-3000 www.frascona.com 1974 |
| 8 | FAEGRE BAKER DANIELS LLP 1470 Walnut St., Suite 300 Boulder, CO 80302 | 16 16 | 8 4 | 4 4 | Collaborates with clients to handle a full range of business issues, transactions and litigation. | 303-447-7700 www.faegrebd.com 1863 |
| 9 | DIETZE & DAVIS PC 2060 Broadway, Suite 400 Boulder, CO 80302 | 15 8 | 10 3 | 6 2 | Business and commercial, estate planning, real estate, water rights, civil litigation, zoning and land use, environmental, energy, municipal, employment law, family law and criminal defense. | 303-447-1375 www.DietzeDavis.com 1972 |
| 10 | LATHROP & GAGE LLP 4845 Pearl East Circle, Suite 201 Boulder, CO 80301 | 14 16 | 6 5 | 2 3 | Intellectual property, patent, technology, corporate. | 720-931-3000 www.lathropgage.com 1873 |
| 11 | LYONS GADDIS KAHN & HALL PC 515 Kimbark St., second floor Longmont, CO 80501 | 14 14 | 9 5 | 3 0 | Accidents and personal injury, business, taxation, estate planning and probate, water law, education law, special districts, government law, employment law, family law, civil litigation. | 303-776-9900 www.lgkhlaw.com 1975 |
| 12 | BRYAN CAVE HRO 1801 13th St., Suite 300 Boulder, CO 80302 | 14 12 | 9 3 | 2 2 | Venture capital and emerging growth, technology transactions, intellectual property, litigation, real estate, clean tech, corporate, mergers and acquisitions, securities, environmental law. | 303-444-5955 www.bryancave.com 1982 |
| 13 | STEVENS, LITTMAN, BIDDISON, THARP & WEINBERG LLC 250 Arapahoe Ave., Suite 301 Boulder, CO 80302 | 11 6 | 7 3 | 4 1 | Business and commercial litigation, divorce and family law, contract dispute, real estate, land use, personal injury and wrongful death, professional malpractice, wills, trusts, estate planning. | 303-443-6690 www.sblaw.com 1980 |
| 14 | JOHNSON & REPUCCI LLP 2521 Broadway, Suite A Boulder, CO 80304 | 10 4 | 5 2 | 1 3 | Real estate, land use, water law, business organizations, acquisitions and sales, civil and commercial litigation, employment law, environmental law, zoning. | 303-442-1900 www.j-rlaw.com 2000 |
| 15 | PACKARD AND DIERKING LLC 2595 Canyon Blvd., Suite 200 Boulder, CO 80302 | 9 4 | 7 1 | 4 1 | Commercial real estate, development and land use, corporate/transactional, general business counsel, taxation/estate planning, open space/conservation easements, trademarks, New Markets Tax Credits. | 303-447-0450 www.packarddierking.com 2004 |
| 16 | VRANESH AND RAISCH LLP 1720 14th St., Suite 200 Boulder, CO 80302 | 9 2 | N/A N/A | N/A N/A | Water rights, environmental, real estate, special districts, litigation. | 303-443-6151 www.vrlaw.com 1978 |
| 17 | JORGENSEN, BROWNELL & PEPIN PC 900 S. Main St., Suite 100 Longmont, CO 80501 | 7 13 | 6 1 | 3 N/A | Construction law, mechanic's liens, real estate, family law, divorce, child support and custody, estate planning, probate, elder law, guardianships and conservatorships, criminal law, personal injury. | 303-678-0560 www.counselcolorado.com 1993 |
| 18 | SHOEMAKER GHISELLI + SCHWARTZ LLC 1811 Pearl St. Boulder, CO 80302 | 7 7 | N/A N/A | N/A N/A | Business litigation, regulatory and internal investigations, appellate practice. | 303-530-3452 www.sgsllitigation.com N/A |
| 19 | MCELROY, MEYER, WALKER & CONDON P.C. 1007 Pearl St., Suite 220 Boulder, CO 80302 | 7 6 | 4 3 | 1 0 | Family law, federal Indian law. | 303-442-2021 www.mmwclaw.com 1977 |
| 20 | MARSH FISCHMANN & BREYFOGLE LLP 1881 Ninth St., Suite 335 Boulder, CO 80302 | 7 5 | 5 2 | 1 0 | Patent law and intellectual property. | 720-562-5500 www.mflaw.com 2000 |
| 21 | PORZAK BROWNING & BUSHONG LLP 929 Pearl St., Suite 300 Boulder, CO 80302 | 7 3 | 5 2 | 0 0 | Water rights, civil trial practice, real estate, land use, general business, business litigation, appeals. | 303-443-6800 www.pbblaw.com 1996 |
| 22 | KOTTKE & BRANTZ LLC 2975 Valmont Road, Suite 240 Boulder, CO 80301 | 6 5 | 6 N/A | 2 6 | Real estate, estate planning, probate, business law, corporate, domestic relations, tax law. | 303-449-6161 www.kottkeandbrantz.com 1994 |
| 23 | KENDALL, KOENIG & OELSNER PC 2060 Broadway, Suite 200 Boulder, CO 80302 | 6 2 | N/A N/A | N/A N/A | Mergers and acquisitions, securities, venture capital, private equity investments, credit finance, technology and commercial transactions and general business matters. | 303-672-0100 www.kkofirm.com N/A |
| 24 | SHERIDAN ROSS 390 Interlocken Crescent, Suite 890 Broomfield, CO 80021 | 6 2 | 1 5 | 1 0 | Intellectual property, patent, trademark, copyright. | 303-863-9700 www.sheridanross.com 1954 |
| 25 | LASZLO & ASSOCIATES LLC 2595 Canyon Blvd., Suite 210 Boulder, CO 80302 | 4 6 | 1 3 | 1 0 | Business organization; startup formation; employment; nonprofit; civil, business and commercial litigation; product liability, intellectual property; personal injury; criminal defense. | 303-926-0410 www.laszlolaw.com 2001 |

Researched by Mariah Gant

N/A: Not available.

Source: Business Report Survey

CONSTRUCTION QUEST

FOCUS: BOULDER



DOUG STORUM

Junction Place is a mixed-use development that will consist of 3100 Pearl, a 319-luxury-apartment complex and 3,000 square feet of space at 3100 Pearl St. in Boulder. The project was started by Pedersen Development Co., which shepherded it through the design and entitlement process prior to selling it for \$6.5 million to 3100 Pearl Street Apartments LLC, which was created by Reylenn Properties LLC based in Solana Beach, California. The project will include a clubhouse, fitness center, game room, pool and spa, teaching kitchen, bicycle-repair and pet-grooming shops.

Projects pick up steam in Boulder

Existing-site redevelopment leads activity

Editor's note: Construction Quest is a series of five installments that focuses on commercial construction projects in the largest cities and towns in Boulder and Broomfield counties. This second installment focuses on Boulder. The first installment was on Broomfield and was published March 15. Subsequent installments will feature Longmont, Louisville/Superior and Lafayette/Erie.

BY DOUG STORUM
dstorum@bcbcr.com

BOULDER — New commercial construction in Boulder generally takes a back seat to home remodels and tenant refinishes, mainly because of the shortage of undeveloped land within the city's limits and what some perceive

as the city's anti-development attitude.

Despite that, commercial projects have become more prevalent lately.

"The volume of projects in Boulder is still pretty high," said Dave Driskell, the city of Boulder's executive director of Community Planning and Sustainability. "We haven't seen a dip in volume, but there have been more larger and more complex projects lately."

There has been more redevelopment of existing sites than new construction, he said.

Most of the top projects either in the proposal, review or construction stages have housing and mixed-use elements, reflecting the city's land-use mission.

Driskell describes that mission as making sure new projects in Boulder are "compact, have a mixed-use element and have walkable neighborhoods to cut down on traffic when possible."

That mission can create a longer timeline from proposal to construction, but some developers think it is worth the hassle.

In the heart of downtown, Ten Eleven Pearl LLC, a local team led

“We haven't seen a dip in volume, but there have been more larger and more complex projects lately.”

Dave Driskell
EXECUTIVE DIRECTOR,
COMMUNITY PLANNING AND SUSTAINABILITY
CITY OF BOULDER



by Denver-based Nichols Partnership Inc., is redeveloping the properties at 1048 Pearl St. and 1023 Walnut St.

Late last year, the partnership purchased the property for \$13.5 million from Karlin Real Estate, a Los Angeles-based real estate investment and development group that got the ball rolling on the redevelopment after it bought the property for \$9 million.

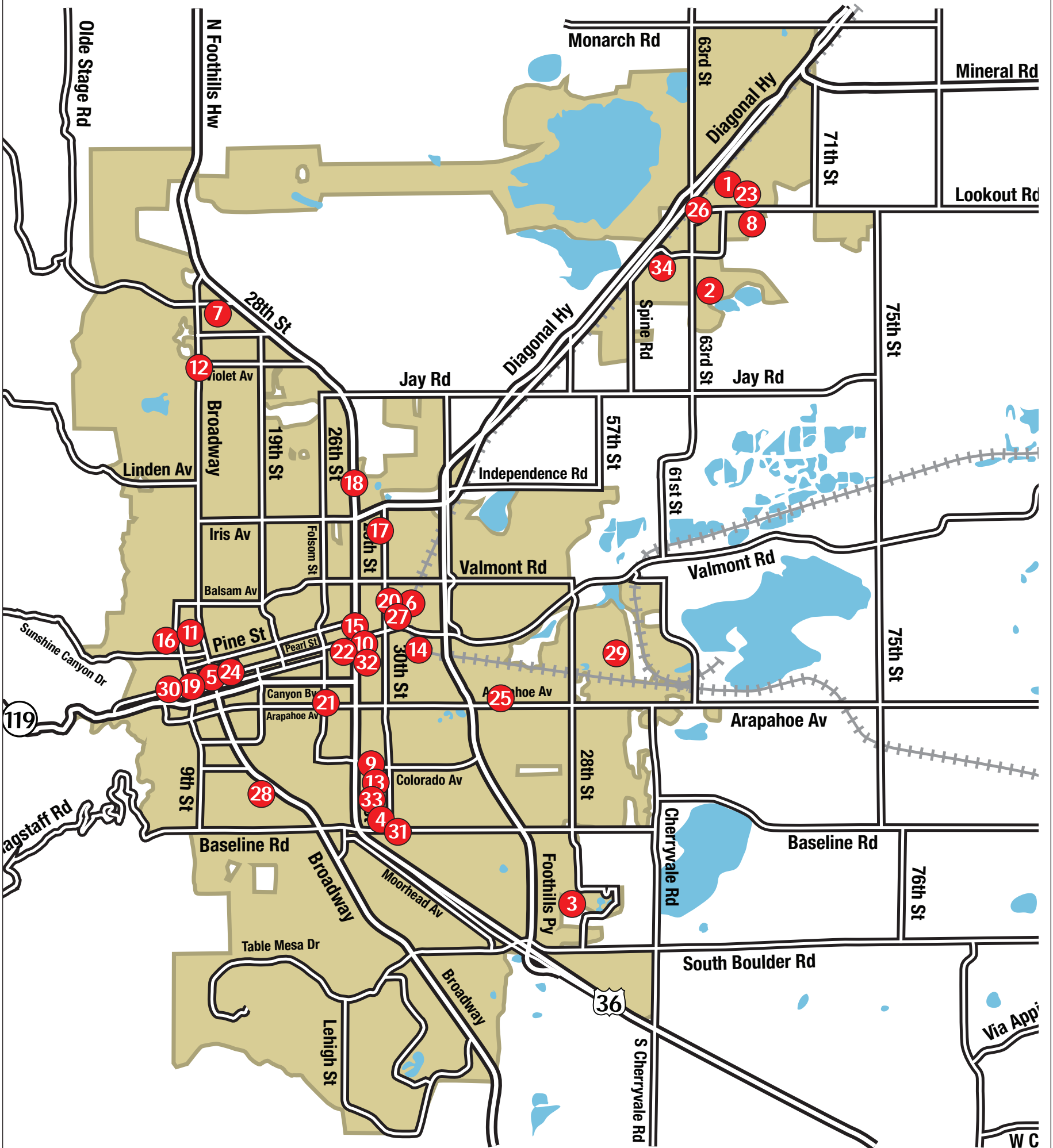
The project, Eleventh and Pearl, calls for the demolition of the existing buildings and a 175,000-square-foot mixed-use building with 125,000 square feet of Class A office and 50,000 square feet of retail and specialty-use space.

Demolition and construction will begin in the fourth quarter of 2013 and the project is scheduled for com-

► See **Projects, 18A**

Construction projects in Boulder

This map shows the location of major commercial construction projects in the city of Boulder in various stages, including proposed, approved, under construction or completed from January 2011 to March 1. Details on each project can be found by the corresponding number in the chart on 17A.



BOULDER CONSTRUCTION PROJECTS 2013

Here is a chart showing details of commercial construction projects in the city of Boulder in various stages, including proposed, approved, under construction or completed from January 2011 to March 1. The location of each project can be found by the corresponding number on the map on 16A.

| PROPOSED | | | | |
|--|--------------------------------------|--|---|---------------|
| Name of Project | Building Size (square feet or units) | Description | Owner/developer | Value |
| 1 Alexan Flatirons 5460 Spine Road | 8.5 acres/232 units | Multifamily housing in 13 buildings, 2,500-square-foot clubhouse, 1,500-square-foot retail space | Gunbarrel Flats LLC/Trammel Crow Residential | N/A |
| 2 Avery Brewery 4910 Nautilus Court | 94,000 | Three story brewery and bottling facility with a full service restaurant, outdoor patio and gift shop | Avery Brewing Co. | N/A |
| 3 Boulder Creek Commons 5399 Kewanee Drive | 22 acres/121 units | 50 care units, six affordable duplex units, two affordable single-family units, 63 market-rate single-family units | East Boulder Properties LLC | N/A |
| 4 Boulder Outlook Hotel 800 28th St. | 4 acres/98 units | Redevelopment of existing hotel complex with multifamily residential development with structured parking | Republic of Boulder Hotel Group LLC/ American Campus Communities LLC | N/A |
| 5 Colorado Building West 1301 Walnut St. | .49 acres/55,400 | Redevelopment of an existing office building and surface parking lot into four-story office building with ground floor retail | APLAZA LLC/W.W. Reynolds | N/A |
| 6 Depot Square 3151 Pearl Parkway | 218 units | 78 permanently affordable multifamily housing units and 140-room hotel, 390 parking spaces and repurposing historic train depot building | Regional Transportation District/ Pederson Development | N/A |
| 7 Fire Training Center 820 Lee Hill Road | 6.1 acres/33 units | Redevelopment of a fire training center with 33 single-family homes with a mixture of attached and detached garages. | Boulder County/Coburn Development for Thistle Communities / Allison Management | N/A |
| 8 Gunbarrel Center 6685 Gunpark Drive | 9.27 acres/22,000 | Retail/commercial space, 251 multi-family residential units with structured parking, shared public open spaces | The Wolff Co. | N/A |
| 9 Landmark Lofts II 970 28th St. | 2.32 acres/150 units | Multifamily housing in five buildings some that are interconnected by elevated walkways with 90 one-bedroom units | 970 28th Street Phase II LLC | N/A |
| 10 McDonald's Restaurant 1800 28th St. | 5,000 | 124-seat McDonald's restaurant with drive-through | McDonald's Corp. | N/A |
| 11 Near North Apartments 1000 Alpine St. | 1.5 acres | Adding residential building (24,000 square feet) to the site and convert the existing office building (31,000 square feet) to residential | Community Hospital Association/ Surround Architecture | N/A |
| 12 Plaza 4403 Broadway | 2.55 acres | Mixed-use development consisting of six residential buildings w/12 units, and three commercial buildings | Emerald Investments I LLC | N/A |
| 13 Province 950 28th St. | 84 units | Four-story 55-foot tall multifamily residential building. Existing First Christian Church building will be retained, landmarked | Edwards Communities | N/A |
| 14 Rally Development Software Corp. 3333 Walnut St. | 93,000 | Expansion for professional office use | 3333 Walnut LLC/Rally Software | N/A |
| 15 Trader Joe's 1906 28th St. | 1.5 acres/14,000 | Grocery store | Macerich Twenty Ninth Street LLC/ Trader Joe's | N/A |
| 16 Trailhead 2641 4th St. | 5.8 acres/23 units | Single-family housing | Moonbeam LLC | N/A |
| 17 Walmart Neighborhood Market. 3303 30th St | 51,800 | Combination of the former Ross Dress for Less and the Pet Smart with tenant remodel for Walmart Neighborhood Market | RW Rinderknecht Co. | \$2.8 million |
| 18 Wonderland Creek Townhomes 28th Street and Kalmia Avenue | 5.16 acres/44 units | Develop 41 townhome units and 4 single-family units | WCT LLC | N/A |
| APPROVED | | | | |
| Name of Project | Building Size (square feet or units) | Description | Owner | Value |
| 19 11th & Pearl 1048 Pearl St. | 160,000 | Redevelopment of former Daily Camera building to mixed use of office space, retail, restaurants and movie theaters | Nichols Partnership/Karlin Real Estate | \$80 million |
| 20 Boulder Sporting Club 3203 Pearl St. | 2.57 acres/24,806 | Indoor sports facility with two indoor fields and one outdoor field | Boulder Pearl Ventures LLC | N/A |
| 21 Dairy Queen Redevelopment. 2333 Arapahoe Ave | 0.35 acres/2,785 | Office/retail building | The Kornfeld Cos. | N/A |
| 22 Ead's/Golden Buff 1725 28th St. | 3 acres | 184-room full-service hotel, 177-room select-service hotel built over an underground parking garage. | LJD Enterprises/Pederson Development | N/A |
| 23 Lookout Apartments 6655 Lookout Road | 2.65 acres/68 units | Multifamily residential development with shared open space and amenities | 6655 Lookout Road LTD | N/A |
| UNDER CONSTRUCTION | | | | |
| Name of Project | Building Size (square feet or units) | Description | Owner | Value |
| 24 1600 Pearl St. Expansion. 1600 Pearl St | 18,000 | Third-floor addition for professional office space | J. Nold Midyette | \$2 million |
| 25 Boulder Community Hospital 4747 Arapahoe Ave. | 100,000 | Expand existing 308,255-square-foot hospital within new three-story wings | Boulder Community Hospital | \$40 million |
| 26 Gunbarrel Gateway 6333 Lookout Road | 5.86 acres | Three-story, 101-room, 61,500-square-foot hotel, three retail/office buildings | Boulder Hospitality LLC/ Fleetemeyer Lee & Associates | N/A |
| 27 Junction Place Village 3100 Pearl Parkway | 319 units | Mixed-use project with 319 apartments with accessory nonresidential space. Four buildings, parking below grade | Reylenn Properties LLC/ Pederson Development | \$54 million |
| 28 Plaza on Broadway 955 Broadway | 39 units/100,000 | 70,000 square feet of multifamily housing with 30,000 square-foot sub grade parking. New fraternity chapter room of 2,800 square feet | Mike Boyers, Del Mar Interests | \$5 million |
| 29 Upslope Brewery & Taproom 1898 S. Flatiron Court | 12,000 | Conversion of industrial brewery facility, coffee roasting facility with a shared taproom/café | Upslope Brewing and Ozo Coffee | \$225,000 |
| COMPLETED | | | | |
| Name of Project | Building Size (square feet or units) | Description | Owner | Value |
| 30 720 Pearl Residential Conversion 720 Pearl St. | 0.28 acres | Two-story addition to an existing single-story mercantile-use structure. Creates a mixed use building comprised of a ground and second floor | Pearl Plaza LLC | \$1 million |
| 31 Baseline East 2830 Baseline Road | 1.2 acres | 15,000 square feet of retail/restaurant space | East Baseline Investors LLC | \$1 million |
| 32 BJ's Pizza and Brewery 1690 28th St. | 9,000 | BJ's Pizza and Brewery restaurant with outdoor patio at Twenty Ninth Street retail district | Charlotte Ball Seymour Children's Trust | \$1.1 million |
| 33 Gas Lamp 910 28th St. | 19 units | Three-story multifamily housing of 30,000 square feet, 10,000 square feet of sub-grade parking | 910 28th St. LLC (Dan Otis) | \$3 million |
| 34 GE Analytic Instruments Expansion 6060 Spine Road | 30,000 | Expansion for manufacturing of water treatment equipment | 6060 Partnership LLC/W.W. Reynolds Co. | \$3 million |

Source: Charles Ferro/City of Boulder Planning Department



FOR SALE IN BOULDER



5303 Spine Road

92% Leased Office Building
30,548 sq. ft.
\$4,013,767

Conveniently located in the Gunbarrel Business Park
Numerous recreational, dining and service amenities
within walking distance



3121 Longhorn Road

100% leased office/industrial building
4,000 sq. ft. on .6642 acres
\$799,000

Current tenants are month-to-month
Great exposure to Highway 36



5853 Rawhide Court

100% leased industrial building
9,000 sq. ft. on 1.032 acres
\$879,000

Building features three 3,000 sq. ft. bays, each with overhead doors



5854 Rawhide Court

100% leased industrial building
6,000 sq. ft. on 1.8 acres
\$670,000

Building features three bays, yard space for storage and 1 outbuilding

For more information, please contact

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COURTESY BOULDER PLANNING DEPARTMENT

An architectural rendering shows two new hotels on the current site of the Best Western Golden Buff Lodge and Eads Newstand at the corner of Canyon Boulevard and 28th Street in Boulder. Construction could begin late this summer, according to its developer

PROJECTS from 15A

pletion by early or mid-2015. The expected cost of the project is \$80 million.

Driskell said the project will include an automated parking system. Cars will be driven onto a robotic trolley, and the car will be lifted and placed in a parking space. "It will use much less space," Driskell said.

Construction of two new hotels on the current site of the Golden Buff hotel in Boulder could begin late this summer, according to its developer.

The Boulder Planning Board on Jan. 17 approved local developer Scott Pedersen's plan to demolish the Best Western Golden Buff Lodge at 1725 28th St. and Eads Newsstand

at 1715 28th St. and replace them with the hotels and a 35,000-square-foot building for offices, retail and restaurants.

The site will have a 184-room full-service hotel and a 177-room select-service hotel built over an underground parking garage.

Developers are deciding which national chain with which to partner. Pedersen said the two hotels will be affiliated with the same chain.

"We're working hard on it now," Pedersen said.

Pedersen also is the developer of the Depot Square project in Boulder Transit Village, a mixed-use housing and a

► See **Projects, 19A**



DOUG STORUM

In Gunbarrel, a 100-room, 69,100-square-foot Hampton Inn & Suites is being built at 6333 Lookout Road in the Gunbarrel Gateway Center. The project is being developed by Boulder Hospitality LLC and McDermid Management Co. LLC.

Construction Quality Control & Value Engineering

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PROJECTS from 18A

Regional Transportation District transit hub at the northeast corner of Pearl and 28th streets. Pederson said there will be a 140-room Hyatt Place hotel there.

Across the way on the south side of Pearl, a luxury apartment complex is under construction. Junction Place is a mixed-use development that will consist of 3100 Pearl, including 319 luxury apartments at 3100 Pearl St.

The project was started by Pedersen Development Co., which shepherded it through the design and entitlement process prior to selling it for \$6.5 million to 3100 Pearl Street Apartments LLC, which was created by ReyLenn Properties LLC based in Solana Beach, California.

The project is pursuing LEED certification. It will include a clubhouse, fitness center, game room, pool and spa, teaching kitchen, bicycle-repair and pet-grooming shops.

Total retail space is approximately 3,000 square feet.

In Gunbarrel, a 100-room, 69,100-square-foot Hampton Inn & Suites is being built at 6333 Lookout Road in the Gunbarrel Gateway Center.

The project is being developed by Boulder Hospitality LLC and McDermid Management Co. LLC. Brinkman Construction is the general contractor.

The developers plan to build three buildings on pad sites near the hotels, and Brinkman Partners will be the broker looking for tenants. The prop-

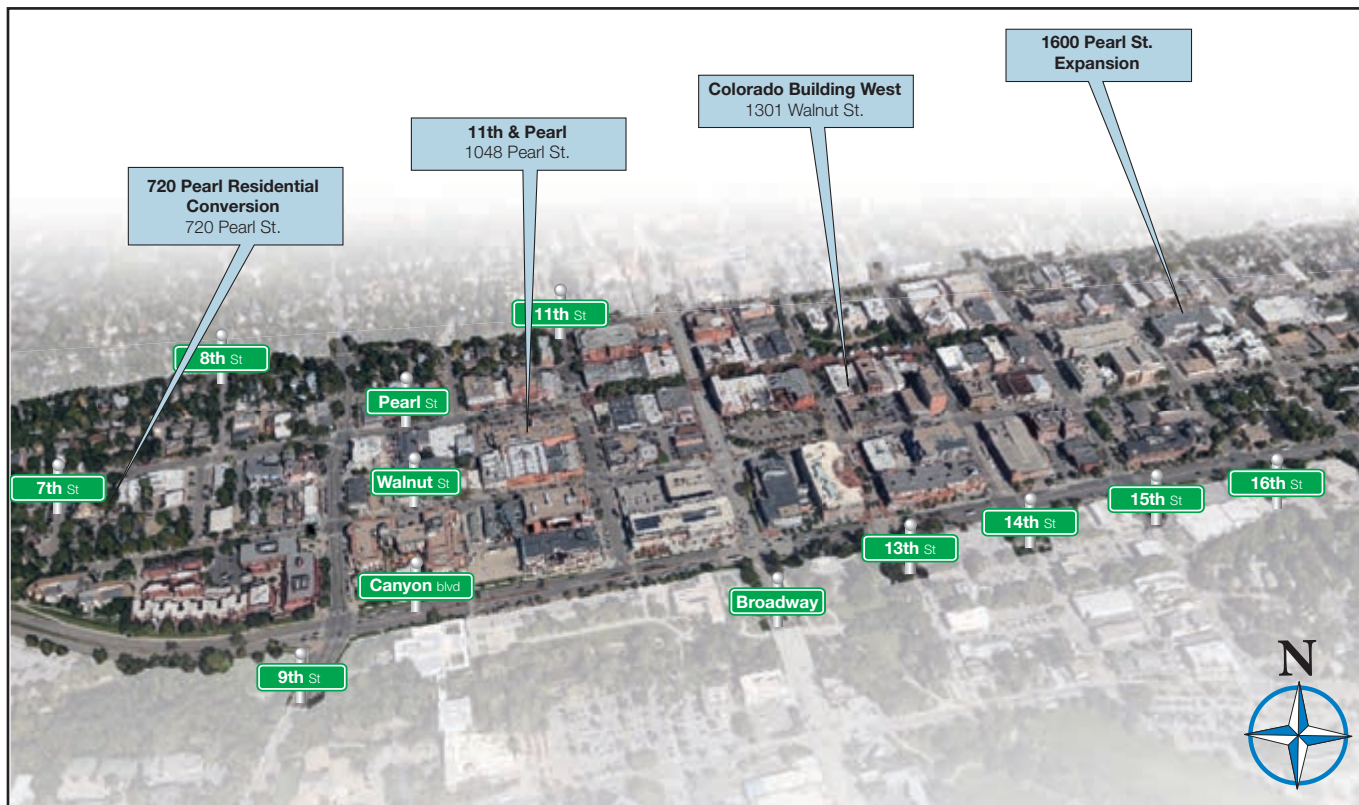


ILLUSTRATION BY CHAD COLLINS/IMAGE COURTESY GOOGLE MAPS/DIGITALGLOBE, U.S. GEOLOGICAL SURVEY, USDA FARM SERVICE AGENCY

erty formerly was the site of a Hugh M. Woods hardware store.

Driskell said developers have been very creative in coming up with plans for the few in-fill lots still available, but there just “isn’t much” undeveloped land within the city’s limits.

One major vacant parcel of land in northeast Boulder has proved to be a challenge to developers. The 16-acre parcel situated where Foothills Parkway becomes the Diagonal Highway

in North Boulder, called McKenzie Junction, has been looked at by several developers during the past decade. The land has drawn interest from a big-box retailer, home developer and a private business interested in building a sports complex.

The main hang-up, Driskell said, is how to work around a historic oil well on the site. The land is owned by Birch Mountain LLC headed by Boulder doctor Randy Bjerke.

A seemingly prime 14.9-acre site, on the north side of Arapahoe Avenue adjacent to South Boulder Creek, drew the interest from a developer in Atlanta in the mid-2000s. Wood Partners wanted to build Waterview on East Arapahoe, with 288 residential rental units on the site, but upon further review the plan was scuttled. Driskell said the area, in a desirable location, is plagued with flood issues.



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- Winning on Wall Street4-5PM
- Market Wrap with Moe Ansari5-6PM
- Repaving Main Street6-7PM
- Women’s Radio Network7-8PM
- Boomer Radio Network8-9PM

HEALTH CARE & WELLNESS

21A | Medical File

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FOCUS: SPORTS MEDICINE

Doctors help keep Buffs in game

Injury prevention part of regimen of athletic training

BY BETH POTTER

bpotter@bcbr.com

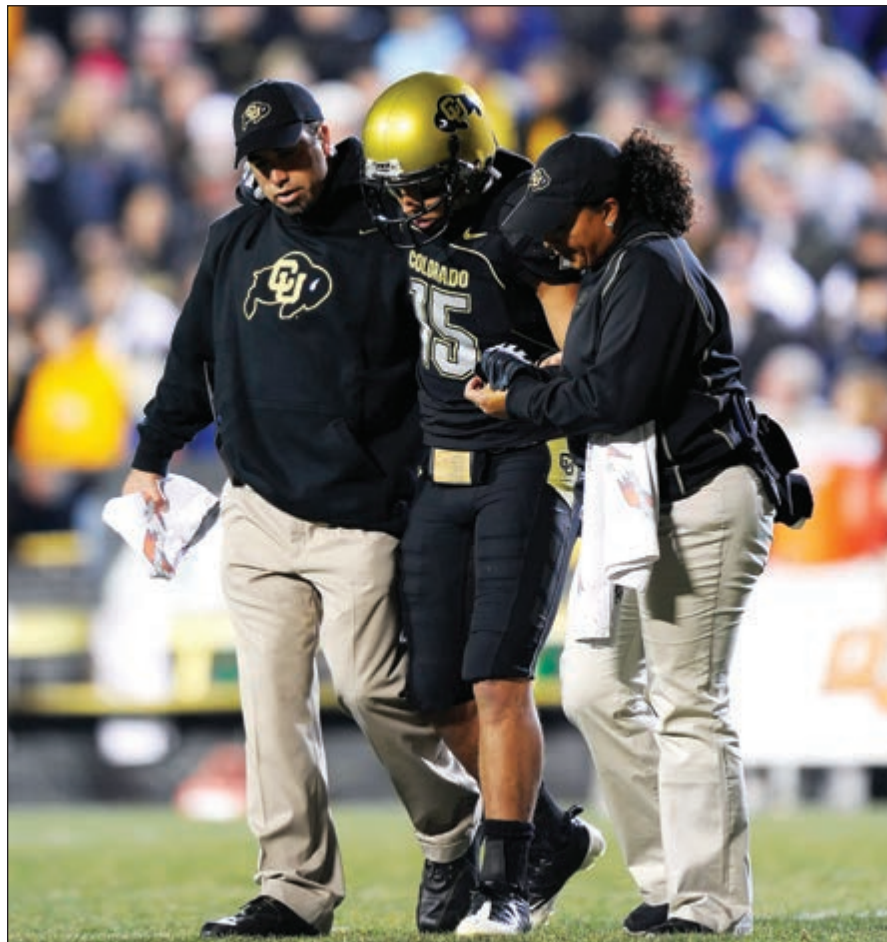
BOULDER — Doctors and trainers who work with student athletes at CU-Boulder want to limit the athletes' noncontact sports injuries.

While the goal may sound simple, its execution often can be complex, said Sourav Poddar, a team physician for the University of Colorado football program, as well as other student-athlete programs at CU-Boulder and CU-Denver.

For example, an anterior cruciate ligament, or ACL, knee tendon injury can be "season-ending" for many student athletes, Poddar said. Research shows female student-athletes have a higher risk of noncontact, ACL injuries than do their male counterparts, Poddar said.

To meet the problem head-on, CU trainers screen every new athlete who comes to the university to see if he or she is predisposed toward certain injuries. After the screening, each athlete is given a specific strength program to try to limit noncontact injuries, Poddar said.

Trainers look at training films for Buffaloes football players and other athletes and keep track of injury rates and patterns to see if they can lower



COURTESY UNIVERSITY OF COLORADO-BOULDER

University of Colorado-Boulder head trainer Miguel Rueda, left, helps injured football player Ryan Walters off the field with the help of trainer Leila Ahlmady.

the number of sports injuries every year, Poddar said. In addition, university trainers have added well-received strength-training programs used at other universities to their training regimens here, he said.

Sportsmetrics — an ACL injury-prevention program specifically for female athletes — is one training regimen used in the CU system, Poddar said. The program includes stretching and warm-up exercises,

jumping exercises, and strength and flexibility training exercises to ward off injuries. It was developed by the Cincinnati SportsMedicine Research and Education Foundation. The PEP program, developed by the Santa Monica Sports Medicine Foundation, also is used at CU, Poddar said.

"There's a focus on the good work done all over the country on injury prevention," Poddar said. "If you get hurt, it costs you a position on the team, or a starting spot. So the big focus is on not getting hurt."

"Over-use" training injuries also can be mitigated, Poddar said. Stress conditioning coaches are active in the off-season for each sport to help athletes with the mechanics of getting stronger, he said.

Finally, CU doctors are hyper-aware of the chance for concussions in contact sports such as football, Poddar said. Coaches must go through training that helps them recognize signs of concussion, following a Colorado law that went into effect in January 2012. Colorado high school student Jake Snakenberg died in 2004 after being hit during a football game.

Legal guidelines now require coaches to bench players in Colorado if they believe the athletes have suffered head injuries.

While it's tough to prevent a concussion from happening, doctors and trainers have tried to work out strategies to keep athletes better protected, Poddar said.

► See **Bufs**, 23A



COURTESY LISA ERIKSON

Daniel Woods is a rock climber who recently won two separate national climbing championships. He sees chiropractor Lisa Erikson in Boulder three times a week for adjustments, massage therapy and other sports medicine-related therapies.

Chiropractors help athletes adjust to rigorous activities

BY BETH POTTER

bpotter@bcbr.com

BOULDER — Rock climber Daniel Woods recently won a Sports Climbing Series national championship and a bouldering national championship back-to-back.

He credits his wins — in part — to receiving chiropractic treatment and massage from Lisa Erikson, owner of LifeSport Chiropractic in Boulder. Woods' wife, Courtney Sanders, also a climber,

recommended Erikson to her husband.

"It's a huge difference in how my overall body feels," said Woods, who receives treatment three times a week. "I never really did chiropractic work or massage therapy in the past. My muscles are starting to mature and get more damaged, so this is a huge help to perform at a top level."

Woods said Erikson adjusts his hips and works on pressure points

► See **Athletes**, 23A

Good Sam's docs can keep hearts in rhythm

Ever worry about your heartbeat? The folks at Exempla Good Samaritan Medical Center in Lafayette are available to help. And if they find something wrong, they have the expertise to fix it.

Exempla recently opened a new electrophysiology center — a place where doctors treat patients who have abnormal heart rhythms.

It might sound funny to talk about an “abnormal heart,” but this is no joke. Heart arrhythmia — disruption of the heart’s rhythm — can cause chest pain, heart palpitations, lightheadedness and death.

A treatment called ablation can help. A doctor threads a small catheter into the patient’s heart in a nonsurgical outpatient procedure. The catheter is connected to a special machine that directs electrical impulses to small areas of the heart muscle to help resolve the abnormal heart rhythm.

In a separate procedure, doctors can place a defibrillator into a patient’s heart. Implanted into a small incision, the device is connected electrically to the heart, detects dangerous rhythms and shocks the heart back into a regular pace.

Good Samaritan opened in 2004.

Ankle replacement surgery

It might not be as common yet as anterior cruciate ligament, or ACL, surgery for your knees, but a relatively new ankle replacement

surgery is getting more common as baby boomers age.

If you have arthritis in your ankle, Dr. Gregg Koldenhoven at Front Range Orthopedics and Spine in Longmont wants to give you the lowdown on the surgery. He has done 20 to 30 of them so far.



MEDICAL FILE

Beth Potter

Koldenhoven is expecting interest to pick up this year as more people hear about a new metal device called Inbone Total Ankle.

“As the population ages ... joints are taking the brunt of more injuries,” Koldenhoven said. “This is a good option besides fusing the ankle or living with the pain.”

Such a surgery might cost \$5,000 to \$10,000, depending on a patient’s insurance coverage and how long he or she needs to stay in the hospital, Koldenhoven said.

Movement-limiting ankle fusion used to be the most common surgery to deal with ankle issues. With the new device, Koldenhoven said, he sees patients out walking, hiking and even skiing again after a rehabilitation period.

Koldenhoven will make a free presentation about the surgery at 6 p.m.

Monday, April 29, at Good Samaritan, 200 Exempla Circle, in Lafayette.

Not yet time to SHOP

Small businesses may have to wait as the clock ticks toward the Oct. 1 deadline when Americans are expected to start enrolling for health insurance under the Affordable Care Act.

Americans must sign up for health insurance or face penalties under the new Affordable Care Act approved by Congress in 2010. They’ll receive monthly subsidies from the government as incentives.

About 75,000 to 100,000 Coloradans are expected to sign up in the first six months that the exchange works — Oct. 1 to March 31.

Plans call for the Colorado Health Benefits Exchange (being renamed the Connect for Health Colorado exchange) to be working by then. Insurance companies have until May 1 to sign up to participate in it.

However, across the nation, small-business-focused health insurance exchanges called SHOP could be delayed but ready for business by 2015, according to the Colorado Managed Care industry newsletter in Denver and information from the federal government.

Colorado officials say they are still on track to offer the SHOP health insurance exchange for small business owners and employees starting in October.

It’s not clear how the uncertainty between what the federal government is doing and what Colorado officials say the state can do might affect when small businesses will be able to sign up locally for health insurance through the program.

So far, the federal government has spent \$61 million on building the online shopping clearinghouse in Colorado.

It's all about relationships

University of Colorado Health wants to delve deeper into the patient relationship business, partnering with MedSeek, an Alabama company that uses software to gather patient data that shows community health patterns.

The new software is billed as one that will help University of Colorado Health identify health patterns and try to figure out ways to get potential patients to be more healthy and avoid chronic diseases.

In our neck of the woods, University of Colorado Health is building the \$20 million to \$30 million Indian Peaks Medical Center in Frederick. The new center is a partnership between Poudre Valley Health System in Fort Collins and University of Colorado Hospital at Anschutz Medical Center in Aurora.

Beth Potter can be reached at 303-630-1944 or bpotter@bcbr.com.

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BUSINESS REPORT LIST

PHYSICAL THERAPY AND REHABILITATION CENTERS

(Ranked by total number of patient visits in Boulder and Broomfield counties in 2012.*)

| RANK | Surgeon name | Years in practice Member of American Board of Plastic Surgery Member of the American Board of Otolaryngology Website | Where received medical school training, residency and fellowships: | Practice specialties | Clinic name Hospital affiliation/s |
|------|---|---|--|--|---|
| 1 | BLUESTEIN, DR. EVE 1068 S. 88th St. Louisville, CO 80027 303-938-1161/303-443-6830 | 12 No No www.bsurgicalarts.com | Medical school: University of Cincinnati; Surgical internship and residency: University Hospital in Cincinnati, Ohio | Facial plastic surgery. | Bluestein Surgical Arts PC Skyridge Medical Center, Centrum Surgical Center, Boulder Community Hospital, Avista Adventist Hospital |
| 2 | BOULDER PLASTIC SURGERY 2525 Fourth St., Suite 202 Boulder, CO 80304 303-443-2277/303-443-7124 | 12 Yes No www.boulderplasticsurgery.com | Medical school: Emory University; General surgery training and plastic surgery training: University of Texas Southwestern Medical Center, Dallas; Fellowship in aesthetic surgery: Dr. Bryon Mendelson, Melbourne, Australia; Fellowship in aesthetic and reconstructive breast surgery: Dr. Pat Maxwell, Nashville, Tennessee | Breast reconstruction and augmentation, facial rejuvenation, body contouring, skin cancer reconstruction. Minimally invasive short-scar facelifts. Body contouring after weight loss or pregnancy. | Boulder Plastic Surgery Boulder Community Hospital, Avista Adventist Hospital, Longmont United Hospital |
| 3 | BURROW, DR. CLAUDE H. 2800 Folsom St., Suite B Boulder, CO 80304 303-449-5822 | 34 Yes No www.drburrow.com | Medical school: University of Mississippi School of Medicine; Plastic Surgery residency: General surgery residency at University of Texas Southwestern in Dallas at Parkland Hospital. University of Tennessee | Plastic surgery, cosmetic surgery with emphasis on breast enhancement, reduction and reconstruction. | Claude H. Burrow Avista Adventist Hospital, Boulder Community Hospital |
| 4 | FRONT RANGE OTOLARYNGOLOGY 1325 Dry Creek Drive, Unit 103 Longmont, CO 80503 720-494-9111/720-494-9555 | 10 No Yes www.frontrangeoto.com | Medical school: Loyola University Chicago - Stritch School of Medicine. Residency: Loyola University Chicago. Fellowship: University of Texas at Houston | Facial plastic surgery, otolaryngology. Facial Botox. | Front Range Otolaryngology & Facial Plastic Surgery Longmont United, Exempla Good Samaritan Medical Center |
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| 8 | KAISER PERMANTE PLASTIC AND RECONSTRUCTION SURGERY 280 Exempla Circle Lafayette, CO 80026 303-861-3368/720-536-6880 | 8 Yes No www.kp.com | Medical school: Temple University General Surgery Residency: Temple University Hospital Plastic Surgery Residency: University of Wisconsin Hand and Microsurgery: Buncke Medical Clinic Craniofacial Surgery Fellowship: University of Toronto, Hospital for Sick Children | Plastic and reconstructive surgery. | Kaiser Permanente Rock Creek Exempla Good Samaritan Hospital, Exempla St. Joseph's Hospital, The Children's Hospital - Denver |
| 9 | MA, DR. DEBORA 2668 Northpark Drive, Suite 110 Lafayette, CO 80026 303-666-6336/303-666-0616 | 10 Yes No www.blueaspenplastics.com | University of Rochester, MD 1993; University Hospital of Cleveland - General Surgery; Yale University - Plastic Surgery 2001 | Breast surgery, liposuction, cosmetic surgery. | Blue Aspen Plastic Surgery |
| 10 | MORRISSEY, DR. DAVID 4745 Arapahoe Ave., Suite 130 Boulder, CO 80303 303-443-2771/303-443-2784 | 19 No Yes www.bouldervalleyent.com | Medical school: University of Colorado. Residency: Oregon Health Science University | Facial reconstruction. Head and neck surgery. | Boulder Valley Ear, Nose & Throat Associates Boulder Community Hospital, Avista Adventist, Longmont United Hospital |
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| 12 | SCHLOSSER, DR. STEVEN 2595 Canyon Blvd., Suite 360 Boulder, CO 80302 303-440-7546/303-440-5364 | 31 No No www.AvantiBoulder.com | Medical school: Georgetown University. Residency: Tufts University | Cellulaze anti-cellulite treatment, Smart Lipo, VASER, Turnescent liposuction, Brazilian butt lift. | Avanti Skin Center of Boulder |
| 13 | SCHMID, DR. PETER M. 1305 Sumner St., Suite 100 Longmont, CO 80501 303-651-6846/303-651-6794 | 20 No Yes www.theaestheticsurgeon.com | University of Health Sciences Kansas City College of Osteopathic Medicine | Facial plastic surgery, cosmetic, reconstructive surgery, nose surgery, face lifts, eye lifts, etc. | Institute of Aesthetic Plastic & Reconstructive Surgery LLC Longmont United Hospital, North Suburban Medical Center, Platte Valley Medical Center, St. Anthony's Hospital, Avista Adventist Hospital |
| 14 | SWAIL, DR. JEFFREY 2575 Pearl St., Suite 300 Boulder, CO 80302 303-449-6666/303-449-7023 | 18 Yes No www.bvplasticsurgery.com | Medical school: University of Manitoba. Residency: Queens University Winnipeg General Surgery; Plastic Surgery Residency: Halifax, Nova Scotia | Plastic and reconstructive surgery: face-lifts, eyes, liposuction, tummy tucks, hand specialist, breast reduction, reconstruction, augmentation, lifts, Botox, facial fillers, laser treatments. | Boulder Valley Plastic Surgery Center Boulder Community Hospital, Longmont United Hospital, Avista Adventist Hospital |
| 15 | TERKONDA, DR. RAJ P. 1925 W. Mountain View Ave. Longmont, CO 80501 720-494-3120/303-485-3377 | 16 No Yes www.longmontclinic.com | Medical school: University of Missouri; Internship in General Surgery: Hennipen County Medical Center; Residency in Otolaryngology - Head and Neck Surgery: University of Minnesota; Fellowship in Facial Plastic and Reconstructive Surgery: University of California - Davis | Facial cosmetic surgery including rhinoplasty, face and neck lifts, blepharoplasty, etc. | Longmont Clinic Longmont Surgery Center, Exempla Medical Center |

Researched by Mariah gant

N/A: Not available.

Source: Business Report Survey

BUFFS from 20A

“The public awareness has been great,” he said. “What we hope for is that we can recognize these (concussions) better, and that people aren’t hiding the symptoms.”

Athletic trainers at CU are on the front lines of identifying the sports medicine problems that team doctors might end up treating, said Miguel Rueda, head trainer for all of CU-Boulder’s athletic teams. After working with Poddar for seven years, Rueda said, the two know each other’s strategies.

“We’ve gotten really good at solving injuries as they come about,” Rueda said. “It does nobody any good when our athletes get injured. But we do pretty well from a medical standpoint.”

Screening tests are especially important for college freshmen, who may have been the very best at their sports in high school but now are competing on a wider playing field, Rueda said. As competition gets tougher, strength and conditioning get even more important, he said.

That’s where Dave Foreman, CU’s strength and conditioning coach, comes in, Rueda said. Foreman evaluates stu-

dents’ form and technique to come up with strategies to keep them from getting hurt, Rueda said. It makes no sense for an athlete to start a heavy weightlifting program if they don’t know how to go about it in the right way, he said. Many schools worry about “chasing the number” on how much an athlete can lift, Rueda said, whereas CU trainers are worried more about an athlete’s health and well-being.

“Our focus is on proper form, proper technique and increasing the amount of weight appropriately,” Rueda said.

Researchers and other professionals involved with the CU-Denver Anschutz Medical Center often have a role to play in sports medicine for student athletes, Rueda said, from disseminating information about altitude training to sleep research. An athlete’s sleep and diet habits can be just as important as the doctor screenings and daily training regimens, he said.

“The message is, nothing is easy,” Rueda said. “It takes hard work and it takes dedication, and it takes investment” to be a good athlete.

ATHLETES from 20A

on his back to help him recover more quickly after climbing sessions. Erikson also has helped him with overall posture, Woods said.

In addition to her LifeSport Chiropractic practice, Erikson serves as the medical staffer at a “medical tent” sponsored by The North Face at a variety of climbing events. She also works with USA Climbing in Boulder.

Erikson said the athletes she sees seem prone to repetitive overuse injuries related to posture. Those injuries often come from athletes sitting at regular desk jobs when they’re not out training and winning events.



Hansen

Other athletes she treats come in with tight muscles or inflammation-related injuries, Erikson said. In response, Erikson gives athletes specific exercises to pump inflammation out of their joints and offers numerous strength-training exercises.

“A lot of it is prevention and keeping them from overusing their bodies,” Erikson said.

Climbers are prone to injuring tendons in their hands and pulling hamstrings in their legs, Erikson said. Some incur neck and back injuries. In addition to chiropractic adjustments, Erikson is certified in massage therapy. She also is working on an acupuncture certification.

At High Altitude Spine and Sport in Boulder, certified chiropractic sports physician and owner Richard Hansen works with profes-

sional distance runners and triathletes in Boulder.

Patients include Kenyon Neuman who was part of the men’s team that won the Big 12 Track and Field Championships in 2008 and is sponsored by Nike, as well as Brent and Sara Vaughn, Olympic hopefuls who now live in Beaverton, Oregon. Brent Vaughn was the 2011 USA Cross Country Champion.

As a chiropractor and a certified strength and conditioning specialist, Hansen and his team takes an “active rehabilitation” approach, he said. Hansen is a former cross-country and track athlete at the University of California-San Diego.

Athletes need to listen to their bodies and take off one or two workout days when something hurts rather than get injured, Hansen said. When they do get injured, Hansen offers adjustments and exercises.

“When something doesn’t feel right, it’s knowing when to back off or seek help when you need it,” Hansen said.

For many athletes looking to strengthen their muscles to prevent injury, Hansen might recommend a cross-training workout such as pool training for a runner.

For those athletes who get injured and need to work on a rehabilitation program, the High Altitude Spine and Sport office has an anti-gravity treadmill to help them strengthen muscles without putting too much strain on them, Hansen said. The treadmill offers runners and others a low-gravity environment.

Hansen said the most common injuries he sees are knee replacements, ACL (knee tendon) tears, Achilles tendonitis and muscle stress tears.



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**BUSINESS
REPORT LIST**

PLASTIC AND COSMETIC SURGEONS

(Plastic and cosmetic surgeons in Boulder and Broomfield counties listed alphabetically.)

| RANK | Surgeon name | Years in practice Member of American Board of Plastic Surgery Member of the American Board of Otolaryngology Website | Where received medical school training, residency and fellowships: | Practice specialties | Clinic name Hospital affiliation/s |
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Researched by Mariah gant

N/A: Not available.

Source: Business Report Survey

FOR THE RECORD

Bankruptcies

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

This information is obtained from SKLD Information Services.

BANKRUPTCIES

Boulder County

Chapter 7

DEDE NICHOLE OVERMAN, 813 E BASELINE RD #7, LAFAYETTE; CASE #2013-14579, DATE FILED: 3/27/2013.

RHONDA REEVES, 801 BUNTING COVE, LAFAYETTE; CASE #2013-14582, DATE FILED: 3/27/2013.

ALFREDO OCHOA, 128 GOLD HILL DR, LAFAYETTE; CASE #2013-14583, DATE FILED: 3/27/2013.

GEORGE EPIPHANUS BICKLER, 10910 TURNER BLVD #58, LONGMONT; CASE #2013-14633, DATE FILED: 3/27/2013.

UMBERTO FILESARI, 34 PIMA COURT, BOULDER; CASE #2013-14774, DATE FILED: 3/29/2013.

MICHELLE R MILLER, 5117 WILLIAMS FORK TRAIL APT 11, BOULDER; CASE #2013-14793, DATE FILED: 3/29/2013.

BRUCE WILSON, 310 BELVIEW COURT, LONGMONT; CASE #2013-14911, DATE FILED: 3/30/2013.

CHANTAL M MCCAHERILL, 605 MERLIN DRIVE APT 201, LAFAYETTE; CASE #2013-14933, DATE FILED: 3/30/2013.

KATE R MCELROY, PO BOX 705, BOULDER; CASE #2013-14936, DATE FILED: 3/30/2013.

LAURA METZLER, 1901 TERRY STREET APT: 8, LONGMONT; CASE #2013-14962, DATE FILED: 3/30/2013.

MICHAEL THEODORE II COLUCCI, 916 1/2 PINE STREET, BOULDER; CASE #2013-14985, DATE FILED: 3/30/2013.

ERIKA JANE SIKES, 2335 E CHERRYWOOD DRIVE, LAFAYETTE; CASE #2013-15037, DATE FILED: 3/30/2013.

ROBERT ENOCK JR RINARD, 3294 LONGVIEW BOULEVARD, LONGMONT; CASE #2013-15059, DATE FILED: 3/31/2013.

ROSEMARY NIETO, 939 E 4TH AVE, LONGMONT; CASE #2013-15061, DATE FILED: 3/31/2013.

AARON ANTHONY MARTINEZ, PO BOX 764, NIWOT; CASE #2013-15079, DATE FILED: 4/1/2013.

MITCHELL JOHN GUTIERREZ, 255 WEST ELM ST, LOUISVILLE; CASE #2013-15080, DATE FILED: 4/1/2013.

SETH ADAM LETTERLY, 505 RIDER RIDGE DRIVE, LONGMONT; CASE #2013-15081, DATE FILED: 4/1/2013.

KWAI SANDY PROFIT, 2994 NOGALES CT, BOULDER; CASE #2013-15085, DATE FILED: 4/1/2013.

JON CHARLES STRECKENBACH, 8899 VERMILLION ROAD, LONGMONT; CASE #2013-15087, DATE FILED: 4/1/2013.

DENNIS LEE MILLER, 1228 FRONTIER STREET, LONGMONT; CASE #2013-15090, DATE FILED: 4/1/2013.

DUSTIN MICHAEL HIRSCH, 28 UNIVERSITY DRIVE, LONGMONT; CASE #2013-15091, DATE FILED: 4/1/2013.

KARLA JANETH NEVAREZSAENZ, 709 REES COURT, LONGMONT; CASE #2013-15229, DATE FILED: 4/3/2013.

ANGEL LERMA GUERRERO, 106 SNOWMASS PLACE, LONGMONT; CASE #2013-15273, DATE FILED: 4/4/2013.

JEROME CARL PIERZINA, 860 W

Foreclosures

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

State Tax Liens

Judgments filed against assets of individuals or businesses with delinquent taxes.

This information is obtained from SKLD Information Services.

BASELINE ROAD #232, LAFAYETTE; CASE #2013-15366, DATE FILED: 4/5/2013.

JEFFERY DEAN MYERS, 1230 PINE STREET GOLD HILL, BOULDER; CASE #2013-15415, DATE FILED: 4/5/2013.

Chapter 13

ESTHER RAMIREZ, 2334 MOUNTAIN VIEW AVE, LONGMONT; CASE #2013-14645, DATE FILED: 3/27/2013.

SHERRIE DIANE PECKHAM, 218 MOHAWK CIR, SUPERIOR; CASE #2013-14971, DATE FILED: 3/30/2013.

Broomfield County

Chapter 7

TANYA BROOKS STRECKER, 220 SUMMIT BLVD #433, BROOMFIELD; CASE #2013-14373, DATE FILED: 3/23/2013.

ANGEL M GLORIACHAVEZ, 1110 DEXTER ST, BROOMFIELD; CASE #2013-14784, DATE FILED: 3/29/2013.

JOSEPH FLORINDA LUCIANO, 433 CHESTNUT WAY, BROOMFIELD; CASE #2013-14925, DATE FILED: 3/30/2013.

BUDI SANTOSO SIAUW, 2785 DECATUR DR, BROOMFIELD; CASE #2013-14945, DATE FILED: 3/30/2013.

AMBER DAWN DAVIS, 12205 PERRY STREET, BROOMFIELD; CASE #2013-14968, DATE FILED: 3/30/2013.

FORECLOSURES

Boulder County

BORROWER: JORGE & ELVIRA MORENO, 1336 S BOWEN ST, LONGMONT. LENDER: BANK AMERICA, AMOUNT DUE: \$200884. CASE #3297780. 3/19/2013

BORROWER: ROBERT Z ADWAR, 1040 TANTRA PARK CIR, BOULDER. LENDER: JPMORGAN CHASE BANK, AMOUNT DUE: \$122377. CASE #3297781. 3/19/2013

BORROWER: ROBERT Z ADWAR, 1040 TANTRA PARK CIR, BOULDER. LENDER: JPMORGAN CHASE BANK, AMOUNT DUE: \$122377. CASE #3298059. 3/19/2013

BORROWER: ANNETTE L ZICK, 1911 EMERALD DR, LONGMONT. LENDER: US BANK NATIONAL ASSOCIATION, AMOUNT DUE: \$345225. CASE #3298174. 3/20/2013

BORROWER: JILL E SULLIVAN, 6808 HARVEST RD, BOULDER. LENDER: BANK NEW YORK MELLON TRUSTEE, AMOUNT DUE: \$317619. CASE #3298877. 3/21/2013

BORROWER: AMAURY BATISTA, 1024 ARTEMIS CIR, LAFAYETTE. LENDER: BANK AMERICA, AMOUNT DUE: \$131938. CASE #3299126. 3/22/2013

BORROWER: KENT A & STEPHANIE K VENDEGNA, 995 MERLIN DR, LAFAYETTE. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$215586. CASE #3299128. 3/22/2013

BORROWER: JUAN PABLO TORRES & RUBEN TORRES IBARRA, 1050 MALORY ST, LAFAYETTE. LENDER: JPMORGAN CHASE BANK NATIONAL, AMOUNT DUE: \$172722. CASE #3299215. 3/25/2013

BORROWER: LESLIE LINDFELT, 4501 NELSON RD APT 2403, LONGMONT. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE:

Judgments

Judgments constitute decisions by a court of law against an individual or corporation for payment of monetary damages.

Warranty Deeds

Transfers property while guaranteeing a clear title free of any encumbrances that are not listed on the deed.

\$169264. CASE #3299602. 3/26/2013

BORROWER: SEAN M & SHIRLEY YVONNE LARSON, 805 SUMMER HAWK DR APT S113, LONGMONT. LENDER: BANK NEW YORK MELLON TRUSTEE, AMOUNT DUE: \$144749. CASE #3299603. 3/26/2013

BORROWER: JOHN J KEMP, 1419 RED MOUNTAIN DR UNIT 56, LONGMONT. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$135193. CASE #3299604. 3/26/2013

BORROWER: LAUREN WARD & JEFFREY WARD LARSEN, 503 NORTHSTAR CT, BOULDER. LENDER: BANK AMERICA NATIONAL ASSOCIATION, AMOUNT DUE: \$880284. CASE #3299605. 3/26/2013

BORROWER: CRAIG & CYNTHIA W DEVERE, 765 BROOKSIDE DR, LONGMONT. LENDER: WELLS FARGO BK, AMOUNT DUE: \$178967. CASE #3300801. 3/29/2013

BORROWER: RICHARD SHULZE, 2146 REDFIELD CIR, LONGMONT. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$225285. CASE #3301108. 4/1/2013

BORROWER: JOHN N JR & STEPHANIE J TERNEST, 1530 CEDARWOOD DR, LONGMONT. LENDER: DEUTSCHE BANK NATIONAL TRUST CO, AMOUNT DUE: \$250731. CASE #3301109. 4/1/2013

BORROWER: BRAD & KRISTI STRONG, 161 CNTY R 69, LYONS. LENDER: FIRSTBANK, AMOUNT DUE: \$194735. CASE #3301110. 4/1/2013

BORROWER: TAMMY ARMUJO, 1649 HARRIS ST, SUPERIOR. LENDER: WELLS FARGO BANK NA TRUSTEE, AMOUNT DUE: \$107453. CASE #3301680. 4/2/2013

BORROWER: ETHEL M HAYNES, 1351 COLLYER ST, LONGMONT. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$187028. CASE #3301681. 4/2/2013

BORROWER: WAYNE S & MARY T NIEBCH, 738 CLUB CIR, LOUISVILLE. LENDER: PIONEER GENERAL INSURANCE CO, AMOUNT DUE: \$67590. CASE #3301682. 4/2/2013

BORROWER: ROBERT A & WENDY A NELSON, 806 ELLIOTT ST, LONGMONT. LENDER: FEDERAL NATIONAL MORTGAGE ASSO, AMOUNT DUE: \$224416. CASE #3301683. 4/2/2013

Broomfield County

BORROWER: DAVID J & ERIN E SWICEGOOD, 2700 QUAIL CREEK DR, BROOMFIELD. LENDER: NATIONSTAR MORTGAGE LLC, AMOUNT DUE: \$374820. CASE #4040. 3/20/2013

BORROWER: JENNIFER L GUNN, 2550 WINDING RIVER DR UNIT M2, BROOMFIELD. LENDER: BANK NEW YORK MELLON TRUST CO, AMOUNT DUE: \$228346. CASE #4132. 3/22/2013

BORROWER: LARRY DEAN TROWBRIDGE, 725 OPAL WAY, BROOMFIELD. LENDER: WELLS FARGO BK, AMOUNT DUE: \$77603. CASE #4335. 3/26/2013

BORROWER: DOUGLAS H RAYMOND, 136 CORAL WAY, BROOMFIELD. LENDER: WELLS FARGO BANK, AMOUNT DUE: \$157037. CASE #4661. 4/2/2013

JUDGMENTS

Boulder County

DEBTOR: JASEN M SHAFFER, CREDITOR: HEATHER L SHAF-

FER. AMOUNT: \$21065.35. CASE #09DR000315. DATE: 3/26/2013

DEBTOR: PAUL H MARX, CREDITOR: GREAT WESTERN BK. AMOUNT: \$151367.67. CASE #D-11CV-001767. DATE: 3/15/2013

DEBTOR: JEREMIAH J TODD, CREDITOR: MICHAEL F & ANNE C RICE. AMOUNT: \$12936.77. CASE #C-10C-003687. DATE: 3/15/2013

DEBTOR: FRANCISCO OLIVAS, CREDITOR: PROFESSIONAL RECOVERY LONGMONT. AMOUNT: \$1622.97. CASE #C-13C-030119. DATE: 3/15/2013

DEBTOR: SARAH MOSELEY MARTIN, CREDITOR: STEVE SCHURR. AMOUNT: \$1450.0. CASE #C-12S-000383. DATE: 3/15/2013

DEBTOR: CHARLES MCMICHAEL PARIS, CREDITOR: PROFESSIONAL AFFILIATES CO. AMOUNT: \$1264.05. CASE #C-07C-004428. DATE: 3/18/2013

DEBTOR: OSVAL TOMAS QUIROZ, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$699.77. CASE #C-12C-030862. DATE: 3/18/2013

DEBTOR: ROBERT AKUSIS, CREDITOR: PREMIER MEMBERS FED CREDIT UNI. AMOUNT: \$5400.76. CASE #C-12C-001679. DATE: 3/18/2013

DEBTOR: THU TRUNG MAI, CREDITOR: PREMIER BK. AMOUNT: \$21586.05. CASE #D-12CV-006715. DATE: 3/18/2013

DEBTOR: CATHRYN ROSE RUSSELL, CREDITOR: PREMIER MEMBERS FED CREDIT UNI. AMOUNT: \$28719.47. CASE #D-12CV-000997. DATE: 3/18/2013

DEBTOR: JANET L KING, CREDITOR: NATIONSTAR MORTGAGE LLC. AMOUNT: \$10964.67. CASE #C-12C-003307. DATE: 3/18/2013

DEBTOR: PAUL GOODMAN, CREDITOR: MIDLAND CREDIT MANAGEMENT INC. AMOUNT: \$10417.32. CASE #C-13C-030291. DATE: 3/18/2013

DEBTOR: GRAHAM EDWARDS, CREDITOR: DISCOVER BK. AMOUNT: \$13091.46. CASE #C-13C-030407. DATE: 3/18/2013

DEBTOR: RAUL GARCIGANDARRA, CREDITOR: AM FAMILY MUT INS CO. AMOUNT: \$5612.67. CASE #D-03CV-002220. DATE: 3/18/2013

DEBTOR: SUSIE DAWE, CREDITOR: STVRAIN VALLEY CREDIT UNION. AMOUNT: \$4753.96. CASE #C-07C-000527. DATE: 3/20/2013

DEBTOR: GABRIEL MORALES FAYRE, CREDITOR: HEARTHWOOD HOMEOWNERS ASSOC. AMOUNT: \$1476.85. CASE #C-12C-030715. DATE: 3/21/2013

DEBTOR: KATHLEEN E HADDOCK, CREDITOR: FIA CARD SERVICES. AMOUNT: \$12892.21. CASE #C-11C-005000. DATE: 3/22/2013

DEBTOR: CHELSEA IVSIN, CREDITOR: PHILADELPHIA UNIVERSITY. AMOUNT: \$1346.59. CASE #D-12CV-030327. DATE: 3/22/2013

DEBTOR: ALEXIS A BOOTH, CREDITOR: CREDIT INVEST INC. AMOUNT: \$4955.22. CASE #D-12CV-030251. DATE: 3/22/2013

DEBTOR: CORBY KAY LAYER, CREDITOR: ADVANTAGE GROUP. AMOUNT: \$9094.13. CASE #C-07CR204. DATE: 3/26/2013

DEBTOR: ADAM BANMAN, CREDITOR: LISE MALEN. AMOUNT: \$2630.36. CASE #C-12C-000339. DATE: 3/26/2013

DEBTOR: LINDA ANNS VILLAGEL LLC, CREDITOR: 2011 SIP 1 CRECAD VENTURE LLC. AMOUNT: \$2717886.06. CASE #D-12CV-005417. DATE: 3/26/2013

DEBTOR: VISION DEVL GROUP INC, CREDITOR: FIRST CITIZENS BK TRUST CO. AMOUNT: \$12645.29. CASE #D-13CV-000136. DATE: 3/26/2013

DEBTOR: BW ENTERPRISES LLC, CREDITOR: REGENCY CENTERS LP. AMOUNT: \$107354.28. CASE #D-12CV-005493. DATE: 3/27/2013

DEBTOR: INGENUE LLC, CREDI-

TOR: US BK. AMOUNT: \$75377.46. CASE #D-12CV-000764. DATE: 3/28/2013

DEBTOR: MARK & PATRICIA R LLOYD, CREDITOR: CACH LLC. AMOUNT: \$4779.71. CASE #C-13C-030299. DATE: 3/28/2013

DEBTOR: SARAH MCCOWAN, CREDITOR: GREG SHERWIN. AMOUNT: \$12977.0. CASE #C-13C-000716. DATE: 3/28/2013

DEBTOR: DOMINIC J BRADLEY, CREDITOR: UC FED CU. AMOUNT: \$15600.97. CASE #C-06C-001275. DATE: 3/29/2013

DEBTOR: DONALD W GERK, CREDITOR: CAVALRY SPV I LLC. AMOUNT: \$1948.65. CASE #C-12C-030190. DATE: 3/29/2013

DEBTOR: CLIFTON A STROUD, CREDITOR: UNIFUND CCR PARTNERS. AMOUNT: \$3634.29. CASE #C-12C-030168. DATE: 3/29/2013

DEBTOR: ARMANDO GARCIA, CREDITOR: CAVALRY PORTFOLIO SERVICES LLC. AMOUNT: \$1279.37. CASE #C-10C-005111. DATE: 3/29/2013

DEBTOR: MACARIO RAMIREZ VARGAS, CREDITOR: BELCO CREDIT UNION. AMOUNT: \$5721.78. CASE #C-12C-030091. DATE: 3/29/2013

DEBTOR: JENNIFER D TAHL, CREDITOR: CAVALRY SPV I LLC. AMOUNT: \$12562.81. CASE #C-12C-030167. DATE: 3/29/2013

DEBTOR: TONY SCLYNCKE, CREDITOR: BOULDER VALLEY CREDIT UNION. AMOUNT: \$18892.02. CASE #C-11C-000878. DATE: 3/29/2013

DEBTOR: ALFREDO HERRERA, CREDITOR: BOULDER MUNICIPAL EMPLOYEES FE. AMOUNT: \$17213.65. CASE #C-06C-001130. DATE: 3/29/2013

DEBTOR: JEANNE A STUMM, CREDITOR: UC FED CREDIT UNION. AMOUNT: \$22216.5. CASE #C-07C-000996. DATE: 3/29/2013

DEBTOR: HLS INC, CREDITOR: LARRY E LORENZEN. AMOUNT: \$178862.68. CASE #D-12CV-000987. DATE: 3/29/2013

DEBTOR: MAGNUS SERVICES LLC, CREDITOR: SVN TOWER 1160 LLC. AMOUNT: \$99065.74. CASE #D-12CV-001806. DATE: 4/1/2013

DEBTOR: ODELL C BARRY, CREDITOR: SHARRON & BEN KLEIN. AMOUNT: \$180856.42. CASE #D-12CV-004180. DATE: 4/2/2013

DEBTOR: LON J & CAROL A LHEUREUX, CREDITOR: HORIZON CUSTOM HOMES INC. AMOUNT: \$50000.0. CASE #D-10CV-001292. DATE: 4/2/2013

DEBTOR: MARTIN K FISHER, CREDITOR: SUSAN B WEISMAN. AMOUNT: \$99183.67. CASE #D-10CV-009589. DATE: 4/2/2013

DEBTOR: LISA A SCHIAVONE, CREDITOR: BC SERVICES INC. AMOUNT: \$4281.81. CASE #C-11C-001882. DATE: 4/2/2013

DEBTOR: DIXIE L & MAURICE D HANSEN, CREDITOR: BC SERVICES INC. AMOUNT: \$1086.89. CASE #C-12C-001318. DATE: 4/2/2013

DEBTOR: ANDREW THOMAS WILLIAMS, CREDITOR: BC SERVICES INC. AMOUNT: \$1307.04. CASE #C-12C-030143. DATE: 4/2/2013

DEBTOR: SUSAN F & MICHAEL CAVCEY, CREDITOR: BC SERVICES INC. AMOUNT: \$1736.63. CASE #C-12C-030031. DATE: 4/2/2013

DEBTOR: SHAWN W PATRICK, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$1085.93. CASE #C-13C-030298. DATE: 4/2/2013

DEBTOR: RACHEL D NIELSEN, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$1835.01. CASE #C-13C-030237. DATE: 4/2/2013

DEBTOR: WILLIAM T & KELLY BROSSMAN, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$1039.7. CASE #C-13C-030175. DATE: 4/2/2013

DEBTOR: SUSAN & SCOTT BERGER, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: \$2144.29. CASE #C-13C-030426. DATE: 4/2/2013

DEBTOR: SAUL A ESPINOZA, CREDITOR: AM FAMILY MUT INS CO. AMOUNT: \$9566.73. CASE #C-10C-003817. DATE: 4/2/2013

DEBTOR: HERMANAS RESTAURANTS INC, CREDITOR: JESUS LOPEZ ESCHEVESTE. AMOUNT: \$60916.95. CASE #D-12CV-001963. DATE: 4/2/2013

Broomfield County
DEBTOR: ERIC JAMES BELL, CREDITOR: PREMIER MEMBERS FED CREDIT UNI. AMOUNT: \$2889.64. CASE #C-12C-030152. DATE: 3/19/2013

BUSINESS DIGEST

OPENINGS

Broomfield-based **MWH Global Inc.**, an engineering, construction and strategic consulting firm, opened an office in Addis Ababa, Ethiopia. The office will serve as a hub for construction and engineering professionals and an administrative staff who will support MWH's efforts in Africa.

Upslope Brewing Co. opened its second brewery and taproom on April 24 at 1898 S. Flatiron Court in the Flatiron business park in Boulder. The 17,000-square-foot brewery allows Upslope to produce 70 percent more beer initially, with room for future expansion. The taproom covers 2,300 square feet. Upslope opened in November 2008 at 1501 Lee Hill Road in North Boulder, where it expanded six times during the past four and one-half years. Upslope will keep open the brewery on Lee Hill Road for production and as an incubator for new and innovative beer styles.

Denver-based law firm **Sheridan Ross PC** will open an office in May at 390 Interlocken Crescent, Suite 890, in the Interlocken business park in Broomfield. The office will have six attorneys and focus on helping existing clients in the Broomfield-Boulder region. Sheridan Ross focuses on intellectual property law with 41 attorneys and five patent agents. It has grown from a base of 28 attorneys working in the office 18 months ago. Six of the existing attorneys in Denver will move to the new office.

MOVES

Realty firm **Pedal to Properties** moved from 1949 Pearl St. to 2014 Pearl St. in Boulder.

Technology think tank **Solid State Depot** moved from 5311 Western Ave. to 1965 33rd St. in Boulder.

NAME CHANGES

Boulder-based **Tensegrity Prosthetics Inc.** changed its name to **FitBionic**.

BRIEFS

The unemployment rate in Boulder County improved three-tenths of a percentage point in March compared with the previous month, while the rate in Broomfield County remained steady. Colorado's jobless rate decreased one-tenth of one percentage point over the month to 7.1 percent, the lowest since January 2009. The rate in Boulder County in March decreased to 5.4 percent compared with 5.7 percent in February. The rate was 6.4 percent in March a year ago. In Broomfield County, the rate held steady at 6.8 percent in March, matching last month's rate. The rate was 7.2 percent in March a year ago.

Elite Aviation, a subsidiary of Conway, South Carolina-based **Chippewa Aerospace**, will take over May 1 as fixed-base operator at city-owned **Vance Brand Municipal Airport**, providing support services for pilots and their general-aviation aircraft. Elite will

replace **Twin Peaks Aviation** and **Air West Flight Center**. Elite will offer the same amenities plus equipment installation, repair and maintenance services. Previously, the closest airport offering those services was Rocky Mountain Metropolitan Airport in Broomfield. Elite will have five to seven employees in the beginning but could triple or quadruple that in the next two years.

EnergySmart, a program to assist residents and businesses in Boulder County to make their homes and buildings more energy efficient, enrolled its 10,000th residential customer. EnergySmart was launched in January 2011 after receiving a Department of Energy grant. Boulder County is one of 40 communities nationwide to have received similar grants for energy programs.

Juwi Solar Inc. in Boulder teamed with PSEG Solar Source, Delaware Municipal Electric Corp. and Sunolar Power to build the PSEG Milford Solar Farm, a 15-megawatt solar array in Milford, Delaware. The \$50 million 80-acre solar farm uses approximately 62,000 crystalline-silicon solar panels to generate enough solar energy to power approximately 9,000 homes when the sun is shining. Its pollution-free energy displaces approximately 12,000 tons of greenhouse gas emissions annually – the equivalent of removing about 2,300 cars from the road. Juwi Solar acquired the partially-developed project from Sunolar in mid-2012.

Front Range Orthopedic Surgery Center at 1551 Professional Lane in Longmont has been accredited by the Accreditation Association for Ambulatory Health Care. Status as an accredited organization means the center has met nationally recognized standards for providing quality health care as determined by an independent, external process of evaluation.

Oskar Blues Brewery LLC and **Left Hand Brewing Co.** are on the Boulder-based nonprofit Brewers Association's top 50 list based on beer-sales volume in 2012. Longmont-based Oskar Blues is No. 27 on the list. Oskar Blues sold 85,750 barrels of beer in 2012, a 46 percent increase from 2011. Longmont-based Left Hand Brewing was No. 43, up from No. 49 last year. Left Hand produced 49,549 barrels of beer in 2012, a 34.5 percent increase from 2011.

The Kepler space telescope made by **Ball Aerospace and Technologies Corp.** in Boulder has discovered three possible Earth-like planets in other star systems, according to NASA. Two of the Earth-like planets are designated as Kepler-62f and Kepler-62e. They orbit the same star system. The third Earth-like planet, Kepler-69c, orbits a second star system. The planets orbit in zones of their respective stars where liquid water and life is possible. The CU **Laboratory for Atmospheric and Space Physics** in Boulder operates the Kepler mission with 20 students

and "a handful" of full-time staff members.

The COMET Program, managed by the **University Corporation for Atmospheric Research** based in Boulder, is accepting donations because of a funding shortfall of nearly \$2 million. The deficit reflects this year's government sequestration as well as further federal budget cuts anticipated in fiscal year 2014. More than 275,000 meteorologists, pilots, firefighters, emergency managers, other professionals and students rely on COMET's MetEd website at <http://meted.ucar.edu>.

The **city of Longmont** reported a 1.1 percent decline in sales- and use-tax revenue collected in March based on transactions in February. Collections totaled \$3,587,827, compared with \$3,626,662 for the same period a year ago. Sales tax on retail goods was up 1.9 percent for the month, but use tax revenue decreased by 19.9 percent compared with the same period a year ago. Year-to-date, sales-tax revenue is up 6.2 percent compared with the first two months of 2012, and use-tax revenue is up 4.2 percent. Lodgers' tax collected in March, representing stays in February, was up 3.1 percent, from \$18,504 in 2012 to \$19,082 this year. Year-to-date, the lodgers' tax is up 10.4 percent, from \$34,772 for the first two months of last year compared with \$38,409 for the same period this year.

CONTRACTS

Boulder-based aerospace systems engineering company **Special Aerospace Services LLC** signed a contract to provide Ukrainian-based **Yuzhnoye SDO's** rocket engine technology, systems and services to the U.S. market. Financial terms of the contract were not disclosed. Special Aerospace Services, co-founded by Tim and Heather Bulk in 2006, and Yuzhnoye SDO have worked together in the past three years to develop marketing and system development concepts for applications in the U.S. space-industry market.

Boulder-based **Encision Inc.** (ECIA: PK) has contracted with Virtual Ports Ltd. to exclusively distribute Virtual Ports' laparoscopic organ retraction products in the United States.

Boulder-based **Ball Aerospace & Technologies Corp.** will conduct the research needed to create a microwave instrument to measure water and wind for the **U.S. Air Force** as part of a government weather-satellite program. Financial terms of the contract were not disclosed. The instrument may need to be designed to fit into smaller, lower-cost space launch vehicles.

Broomfield-based **Level 3 Communications Inc.** (NYSE: LVL) will provide content-delivery network services for **VoiceAmerica**, a producer of more than 300 original live Internet talk radio programs delivered on a weekly basis. Financial details of the contract were not disclosed. Level 3's services

will help enable VoiceAmerica to deliver its online content to a more global audience.

Louisville-based **Envysion Inc.** was selected by **National Stores** as its exclusive video provider and is half way through a 215-plus store deployment of Envysion Insight. National Stores, a family-owned, family-oriented company that operates stores under the Fallas Paredes, Fallas Discount Stores, Fallas Kid Stores and Factory 2U brands, will use Envysion's a video-driven reporting capabilities to improve loss prevention and store profitability.

MERGERS & ACQUISITIONS

Colorado Springs-based **Braxton Technologies Inc.** plans to purchase Boulder-based **Net-Centric Design Professionals LLC** and keep it open as a subsidiary. Frank Backes, Braxton's chief executive, served as a mentor to Net-Centric through the University of Colorado's eSpace Incubator program. Net-Centric, a 50-person engineering firm specializing in system design, cyber security and systems integration, will remain open at 1909 26th St., Suite 1E in Boulder. It was co-founded in 2005 by CU classmates German Nunez and Jerry Dinges, who earned master's degrees in telecommunications in 2001.

Broomfield-based **Aircell Business Aviation Services LLC**, a provider of in-flight connectivity equipment and services to the business aviation market, completed its acquisition of the **Airfone** business unit of **LiveTV LLC**, a wholly owned subsidiary of JetBlue Airways Corp. Financial terms of the deal were not disclosed. Aircell, a division of Itasca, Illinois-based GoGo LLC, acquired LiveTV's 1 MHz air-to-ground spectrum license, as well as the Airfone in-flight communications service, network infrastructure and back-office operational assets.

SERVICES

Boulder Area Bicycle Adventures, which offers bicycle and hiking tours exclusively of Boulder and the area foothills, added The Spirits of Boulder tour. The tour highlights several Boulder micro-distilleries where the guest will learn about the distilling process and sample their spirits, while taking in the scenery of Boulder along quiet bike paths.

Boulder-based **Alfalfa's Market** beefed up its recycling program. People may recycle used baby food pouches, Tom's of Maine personal care items and No. 4 plastic bags. Alfalfa's will send the items to Terracycle in Trenton, New Jersey, to be made into plastic items such as park benches, backpacks and tote bags.

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

NONPROFIT NETWORK

BRIEFS

Social Venture Partners Boulder County, which facilitates collaborative philanthropy, has been reformed as a new organization independent of the entity that created it 12 years ago. Social Venture Partners had been a donor-advised fund of the Community Foundation Serving Boulder County, soliciting a total of nearly \$3 million in cash grants and pro-bono consulting from nearly 200 members of the community. SVP's new 501 (c) 3 business model will allow it to more efficiently pursue more diversified funding, implement program innovations, form partnerships and ensure long-term sustainability. It has an office at HUB Boulder, 1877 Broadway in Boulder.

The **Moving to End Sexual Assault** nonprofit raised \$13,500 through online fundraising for

the Canine Classic running event. MESA is a program of Mental Health Partners serving Boulder and Broomfield counties.

FUNDRAISERS

The **Boulder Derby Party**, a fundraiser for Front Range Hippotherapy – horse helping kids, will be from 1 to 6 p.m., Saturday, May 4, at the Stadium Club at Folsom Field in Boulder. Derby hats, live bluegrass music, gourmet food, race coverage and mint juleps. Cost is \$100. Proceeds will benefit Front Range Hippotherapy - horses helping kids.

The I Have a Dream Foundation presents its **11th Annual Golf Tournament** Monday, June 3, at the Fox Hill Country Club in Longmont. The four-person scramble begins at 8 a.m. with a shotgun start. Teams will compete for vari-

ous prizes on almost every hole. Breakfast and lunch will be provided and teams will have an opportunity to purchase mulligans and raffle tickets before play begins. A blind auction will run throughout the morning and a live auction will follow play during the awards luncheon. For registration and sponsorship information visit www.ihaveadream.golfreg.com.

Laura Fixler will present **Creating Sustainable Funding for Your Nonprofit**, an overview of the Benevon Model - a process for engaging and developing relationships with mission-focused individual donors, from 2 to 3:30 p.m. Thursday, June 6 at the Action Center, 8755 W 14th Ave., Lakewood. Learn how to make your organization more visible in your community; how to identify and cultivate individual donors who are passionate about your

mission; how to convert existing donors into major donors and how to engage your board in the fundraising process without requiring that they ask for money.

GRANTS

The **Longmont Museum** received a \$75,000 grant from the **Gates Family Foundation** in support of the construction of Stewart Auditorium. The addition will nearly double the public space at the Longmont Museum & Cultural Center, providing space for formal events, a flexible area for exhibition and educational programs, and a 250-seat auditorium. Construction costs for the addition will be funded primarily through private fundraising. Additional support comes from the Friends of the Longmont Museum and the city of Longmont.

AWARDS

The Longmont Area Economic Council presented Cornerstone Awards to **Left Hand Brewing Co.**, **Denovo LLC**, **Genius Lab by vAuto** and **Goddess Garden**. The awards honor growing local employers who sell the majority of their goods and services outside of the Longmont area.

Left Hand received the Large Manufacturing Cornerstone Award to recognize the company's expansion in 2012 into a new building. The additional space is across from the company's flagship location at 1265 Boston Ave.

Denovo LLC, a technology consulting firm, received the Large Technology Cornerstone Award. Denovo works mostly on cloud-computing projects for small- and medium-size companies. Denovo has 65 employees in Longmont as well as offices in Laguna Niguel, California.

Software maker Genius Labs by vAuto received the Small Technology Cornerstone Award. The company opened a 3,350-square-foot office at 401 Main St. in 2012. Genius Labs makes web-based software used in the car-auction business and employs 22 people locally. Goddess Garden, an organic skin-product manufacturer, received the Small Manufacturing Cornerstone Award. The company's signa-

ture product is a sunscreen made with natural and organic materials. Goddess Garden has eight employees working at a 10,000-square-foot location at 1821 Lefthand Circle.

The **University of Colorado-Boulder** honored four engineers at the 48th annual Engineering Awards Banquet on April 26. **Elliot Goldman**, a mechanical engineer at Lockheed Martin Space Systems in Littleton, received the inaugural Recent Alumni Award. **John W. Lund**, co-founder and director of the Geo-Heat Center, was awarded the Distinguished Engineering Alumni Award in the Education, and Research and Invention categories. **Herb Morreale**, a 1991 computer science alumnus of CU-Boulder who founded several successful companies and a nonprofit organization, received the Distinguished Engineering Alumni Award in the Industry and Commerce category. **George Born**, who founded the Colorado Center for Astrodynamics Research, received the Distinguished Engineering Alumni Award in the Special category.

Boulder-based **Ball Aerospace & Technologies Corp.** was honored by The Boeing Co. as a 2012 Supplier of the Year for outstanding avionics work for its F/A-18 and Harpoon antenna

programs. The award was presented during a ceremony in San Diego on April 18.

Boulder Valley Credit Union received a Diamond Award from the Credit Union National Association Marketing & Business Development Council. The award recognizes outstanding marketing and business development achievements in the credit union industry. Boulder Valley Credit Union won the Best Website category for its website redesign/redevelopment.

Niwot-based **Crocs Inc.** received the Comfort/Wellness Footwear Brand of the Year award from the UK Footwear Industry, and it also received a Masters of Taste Superior Quality Gold Medal Seal from Chefs In America. Both awards recognized the comfort provided by Crocs' various footwear styles. The UK Footwear Industry Awards recognized Crocs for comfort across styles, while Chefs in America focused on the company's Crocs @ Work line. Also, Crocs' chief operating officer Scott Crutchfield was named among Supply & Demand Chain Executive's Pros to Know list of top professionals in the supply chain field.

Louisville-based **Inovonics Inc.**'s EchoStream

EN6080 Area Control Gateway was recognized at the Security Industry Association's 2013 New Product Showcase, receiving honorable mention for the Intrusion Detection and Prevention Solutions Wireless Award at an awards ceremony at ISC West.

Boulder-based **Suerte Tequila's** Blanco and Anejo varieties won silver medals and its Reposado took a bronze at the San Francisco World Spirits Competition, held March 21-24. Each bottle and the set of three took silver medals for packaging and design, after the set of three had won first place at the Denver International Spirits Competition March 2-3. Reposado won a gold and the other two varieties took silver in Denver.

Eight businesses in Lafayette were recognized for their efforts to become more sustainable by the city of Lafayette's Energy Sustainability Advisory Committee. **Lafayette Collectibles and Flea Market** was named the winner of the 2013 Green Business Program. Runners-up included **Anspach's Jewelry**, **Ting's Place**, **Compass Nursing Arts**, **Imagine!**, **Women Who Paint**, **Flatirons Habitat for Humanity** and **Noble Treasures**.

ON THE JOB

ADVERTISING, COMMUNICATIONS

Boulder-based brand-engagement firm match action, part of Match Marketing Group LLC, named **Steve Sanders** vice president for development. Sanders' more than 20 years of experience in advertising and brand management, including recently serving as senior vice president and group account director at The Martin Agency in Richmond, Virginia.



Sanders

BANKING, FINANCE

Karen Klerman joined Wells Fargo Business Banking in Colorado as vice president and real estate industry specialist for the Northern Colorado Business Banking group. Based in Boulder, she serves clients throughout northern Colorado. Her 25 years of real estate and financial-services experience includes jobs as a market analyst, asset/property manager, leasing agent and commercial real estate lender for both conduits and commercial banks. A graduate of Leadership Boulder, she is vice chair of Boulder Housing Partners' Board of Commissioners.



Klerman

HIGH TECH

Boulder-based FreeWave Technologies Inc. hired **Thom Crawford** as strategic account manager for the government and defense mar-

ket. Crawford retired from the military in 2004 and then worked in several product management, engineering management and business development roles.

Louisville-based Envysion Inc., a provider of managed video as a service, named **Michelle Shewchuk** chief financial officer and Michael Lynch vice president for product management. Both bring 20 years of experience in their fields. Shewchuk previously worked for Exclusive Resorts, a private equity-backed company, where she helped manage a \$250 million credit facility. Lynch co-founded SageFire, a SaaS-based point-of-sale and business-intelligence platform, where he was chief operating officer and vice president for product management and services.

LAW

Marc Painter, a real estate and finance attorney for Holland & Hart in Boulder, has been elected as a Fellow of the American College of Mortgage Attorneys, one of eight in Colorado.



Painter

NATURAL/ORGANIC

Mike Ferry was appointed to the 17-member board of trustees for The Organic Center, a research institute focused on the science and educational benefits of organic food and farming. Ferry is president of Horizon Organic at Broomfield-based WhiteWave Foods (NYSE: WWAV), the company that makes Silk, Horizon Organic, International Delight and Land o' Lakes products.

PUBLIC SECTOR

The University Corporation for Atmospheric Research appointed **Emily CoBabe-Ammann**

director of UCAR Community Programs. She previously ran her own consultancy for science education development and management, and spent seven years at the University of Colorado-Boulder's Laboratory for Atmospheric and Space Physics.

The U.S. Department of Energy's National Renewable Energy Laboratory hired **Tom Foust**, a nine-year NREL veteran, as National Bioenergy Center director; David Post as center director for the Energy Systems Integration Facility; and Rich Greene as Biosciences Center director.

REAL ESTATE

Broomfield-based Vista Commercial Advisors hired **Kevin Hart** and **Michael Ruiz** as vice presidents, addressing a strategic part of Vista Commercial's plans for expansion in its brokerage services. Hart has more than 35 years of experience in real estate brokerage and investment consulting. Ruiz has more than 20 years of experience in commercial real estate.



Hart



Ruiz

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

CALENDAR

APRIL

29 Slow Money, a Boulder-based nonprofit investment group that focuses on food companies, will host its fourth Slow Money National Gathering Monday and Tuesday, April 29-30, and will be held at four venues: The Boulder Theater, 2032 14th St.; the Event Center at Rembrandt Yard, 1301 Spruce St.; eTown Hall, 1531 Spruce St.; and the Hotel Boulderado, 2115 13th St. The event will feature guest speakers, a session for entrepreneurs to make pitches for funding, information on how to integrate elements of microlending, philanthropy and crowdsourcing, and an Entrepreneur of the Year award ceremony. Registration fees for the two-day vary from \$445

to \$945. Investment professionals, foundation officers and consultants pay \$945; high-net worth angel investors and accredited investors pay \$800; individual investors, food activists and others pay \$445. For more information or to register visit online at www.slowmoney.org.

MAY

17 GoldLab 4th Annual Symposium - The Biological and Social Evolution of Healthcare: Rube Goldberg and Time, will be from 8:30 a.m. to 6 p.m., Friday, May 17, at the Muenziner Auditorium. Discussions about the intellectual, scientific, economic and social aspects of health care.

18 Strawberry Festival Antique Show will be from 10 a.m. to 5 p.m. Saturday, May 18, and 11 a.m. to 4 p.m., Sunday, May 19 at the Boulder County Fairgrounds in Longmont. Show features 80 dealers in high-end antiques and collectibles, from around Colorado and out of state. Cafe will serve barbecue sandwiches and strawberry shortcake with freshly whipped cream. Cost is \$5 per person and children under 12 are free. Fundraiser benefiting historic preservation and education.

JUNE

8 SparkFun Electronics' fifth annual Autonomous Vehicle Competition will take

place at the Boulder Reservoir from 8:30 a.m. to 5 p.m., Saturday, June 8. Daylong event is free for spectators. This year's event will include an aerial and ground vehicle course, new class categories and new market checkpoints. To register a vehicle visit <https://avc.sparkfun.com/>.

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

BOULDER VALLEY REAL ESTATE WATCH BOULDER COUNTY BUSINESS REPORT WWW.BCBR.COM

EXISTING HOME SALES

March 2013 Statistics

Year-to-Year Comparison

| Location | Total# Sold | Inventory | Avg. Sales Price | Avg. Days to Contract | Median Sales Price | Total # Sold | | | Average Sales Price | | | Average Days to Contract | | | Median Sales Price | | |
|--------------|-------------|-------------|------------------|-----------------------|--------------------|---------------------|---------------------|------|---------------------|---------------------|-------|--------------------------|---------------------|--------|---------------------|---------------------|------|
| | | | | | | 03/01/11 - 02/29/12 | 03/01/12 - 02/28/13 | %chg | 03/01/11 - 02/29/12 | 03/01/12 - 02/28/13 | %chg | 03/01/11 - 02/29/12 | 03/01/12 - 02/28/13 | %chg | 03/01/11 - 02/29/12 | 03/01/12 - 02/28/13 | %chg |
| Boulder | 66 | 263 | \$677,859 | 29 | \$633,750 | 634 | 791 | 24.8 | \$659,080 | \$669,357 | 1.6 | 88 | 74 | (15.9) | \$550,000 | \$570,000 | 3.6 |
| Broomfield | 35 | 77 | \$394,914 | 48 | \$300,000 | 363 | 372 | 2.5 | \$354,458 | \$361,259 | 1.9 | 82 | 63 | (23.2) | \$325,000 | \$326,400 | 0.4 |
| Erie | 30 | 112 | \$361,564 | 50 | \$346,000 | 251 | 334 | 33.1 | \$326,092 | \$356,825 | 9.4 | 79 | 70 | (11.4) | \$305,000 | \$335,000 | 9.8 |
| Lafayette | 22 | 64 | \$470,099 | 40 | \$437,500 | 256 | 310 | 21.1 | \$372,106 | \$384,052 | 3.2 | 85 | 60 | (29.4) | \$324,000 | \$357,250 | 10.3 |
| Longmont | 92 | 243 | \$285,332 | 55 | \$260,500 | 841 | 1045 | 24.3 | \$245,335 | \$263,283 | 7.3 | 73 | 58 | (20.5) | \$220,000 | \$239,000 | 8.6 |
| Louisville | 13 | 45 | \$463,495 | 49 | \$435,000 | 203 | 240 | 18.2 | \$419,034 | \$429,312 | 2.5 | 60 | 56 | (6.7) | \$385,000 | \$392,000 | 1.8 |
| Superior | 8 | 28 | \$412,023 | 58 | \$386,850 | 106 | 166 | 56.6 | \$430,624 | \$426,120 | (1.0) | 61 | 43 | (29.5) | \$381,750 | \$410,000 | 7.4 |
| Mountains | 19 | 218 | \$455,632 | 209 | \$373,510 | 253 | 296 | 17.0 | \$398,674 | \$416,657 | 4.5 | 121 | 129 | 6.6 | \$317,500 | \$344,500 | 8.5 |
| Plains | 30 | 226 | \$546,631 | 97 | \$502,500 | 295 | 414 | 40.3 | \$625,249 | \$637,567 | 2.0 | 112 | 82 | (26.8) | \$458,725 | \$487,250 | 6.2 |
| Total | 315 | 1276 | | | | 3,202 | 3,968 | | | | | | | | | | |

EXISTING CONDO SALES

March 2013 Statistics

Year-to-Year Comparison

| Location | Total# Sold | Inventory | Avg. Sales Price | Avg. Days to Contract | Median Sales Price | Total # Sold | | | Average Sales Price | | | Average Days to Contract | | | Median Sales Price | | |
|--------------|-------------|------------|------------------|-----------------------|--------------------|---------------------|---------------------|-------|---------------------|---------------------|--------|--------------------------|---------------------|--------|---------------------|---------------------|--------|
| | | | | | | 03/01/11 - 02/29/12 | 03/01/12 - 02/28/13 | %chg | 03/01/11 - 02/29/12 | 03/01/12 - 02/28/13 | %chg | 03/01/11 - 02/29/12 | 03/01/12 - 02/28/13 | %chg | 03/01/11 - 02/29/12 | 03/01/12 - 02/28/13 | %chg |
| Boulder | 57 | 225 | \$285,518 | 64 | \$265,000 | 564 | 660 | 17.0 | \$308,081 | \$303,743 | (1.4) | 157 | 88 | (43.9) | \$245,500 | \$260,000 | 5.9 |
| Broomfield | 12 | 38 | \$248,787 | 107 | \$277,357 | 72 | 80 | 11.1 | \$216,098 | \$226,521 | 4.8 | 154 | 97 | (37.0) | \$205,146 | \$222,450 | 8.4 |
| Erie | 3 | 6 | \$148,333 | 35 | \$138,000 | 22 | 33 | 50.0 | \$159,931 | \$187,667 | 17.3 | 105 | 69 | (34.3) | \$125,450 | \$151,000 | 20.4 |
| Lafayette | 6 | 30 | \$182,633 | 60 | \$159,900 | 97 | 94 | (3.1) | \$188,590 | \$198,125 | 5.1 | 90 | 61 | (32.2) | \$184,000 | \$207,250 | 12.6 |
| Longmont | 13 | 61 | \$193,877 | 122 | \$192,500 | 157 | 238 | 51.6 | \$178,307 | \$179,100 | 0.4 | 102 | 70 | (31.4) | \$165,000 | \$164,000 | (0.6) |
| Louisville | 6 | 11 | \$405,107 | 22 | \$481,070 | 36 | 45 | 25.0 | \$193,580 | \$232,346 | 20.0 | 67 | 63 | (6.0) | \$181,250 | \$203,900 | 12.5 |
| Superior | 3 | 9 | \$183,500 | 0 | \$179,000 | 20 | 29 | 45.0 | \$222,263 | \$200,121 | (10.0) | 70 | 37 | (47.1) | \$220,000 | \$180,000 | (18.2) |
| Mountains | 0 | 2 | 0 | 0 | 0 | 2 | 2 | 0.0 | \$178,450 | \$337,500 | 89.1 | 98 | 101 | 3.1 | \$178,450 | \$337,500 | 89.1 |
| Plains | 10 | 19 | \$213,990 | 45 | \$234,000 | 74 | 101 | 36.5 | \$208,575 | \$195,068 | (6.5) | 122 | 71 | (41.8) | \$187,500 | \$161,500 | (13.9) |
| Total | 110 | 401 | | | | 1,044 | 1,282 | | | | | | | | | | |

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

Founder buys building for his aerospace firm

BY BUSINESS REPORT STAFF
news@bcbr.com

LONGMONT — The owner of a 19-year-old company that makes positioning components for aerospace applications has bought a building to triple its working space.

Left Hand Design Corp. had been run for nearly two decades out of the home of its founder and president, Larry Germann, in unincorporated Boulder County.

Early this year Germann bought a 12,000-square-foot building at 2021 Miller Drive in Longmont from Jim Beckley for \$1.96 million. The building is east of Front Range Community College's campus.

The new headquarters opened Feb. 16. Left Hand works in 6,000 square feet of the building with room to grow to 10,600 and leases 1,400 additional square feet to Akonia Holographics LLC, an advanced data-storage company.

In November, Akonia purchased intellectual property from the now defunct InPhase Technologies Inc., which had gone bankrupt.

Germann said he decided to expand in Longmont "because of the readily available technical expertise, the ability to attract top-rated employees with the high quality of life, the local community of high-quality support vendors and the availability of light-industrial manufacturing space."

Left Hand has 12 employees, 10 of whom work on site. It has contracts with NASA, the Department of Defense,

and aerospace companies including Raytheon and Lockheed Martin. Its primary products are fine-steering mirrors, two-axis pointing mechanisms with servo-control electronics that perform fine-pointing, scanning and tracking functions for a variety of space-based, aircraft-based, mobile and fixed terrestrial optical systems.

BOULDER

PEDALING TO NEXT BLOCK: Realty firm Pedal to Properties has moved one block, from 1949 Pearl St. to 2014 Pearl St. in Boulder.

The nearly 2,000-square-foot space features exposed brick, high ceilings and an open work area.

Pedal to Properties is implementing a zero-waste initiative, and in keeping with the Pedal to Properties business model, houses cruiser bikes for clients and agents to use as they tour area neighborhoods.

Owner Tim Shea said he is looking forward to creating an innovative and energizing space for Pedal to Property Realtors and their clients. Shea purchased Pedal to Properties in 2012.

Chad Kollar of Denver-based CRESA Advisors represented the owner in the lease transaction. Chris Boston of Boulder's Gibbons-White Inc. represented the lessee.

RE/MAX OPENS ON PEARL: Re/Max of Boulder Inc. is growing, with 10 real estate agents at a new office on the Pearl Street Mall in Boulder.

► See **Real Estate, 29A**

Gateway Plaza has new owner

Retail center in Louisville sells for \$1.47 million



COURTESY CBRE

LTR LLC purchased the Gateway Plaza Shopping Center in Louisville from BDC Development Ltd. for \$1,470,000. Gateway Plaza, at 976 W. Dillon Road, is a 6,300-square-foot retail center. Anchored by FedEx, it was 100 percent occupied at the time of the sale. The building was constructed in 2000 and remodeled in 2009. Brad Lyons, senior vice president of CBRE's Retail Investment Group, along with partner Matthew Henrichs, senior associate, represented the seller. Brady O'Donnell, executive vice president with CBRE's Debt and Equity Finance Group, provided financing for the buyer.

REAL ESTATE from **28A**

A formal grand opening was held Thursday, April 18, at the 1,700-square-foot office at 1320 Pearl St.

The office in the Cartwright Building looks out directly on the Boulder County Courthouse and the colorful scene of buskers, shoppers and others who gather there. Co-owners Tom Kalinski and his son, Jay Kalinski, expect the new office to take advantage of the heavy foot traffic on the mall.

The new office has numerous work spaces and meeting rooms but no assigned desks, Jay Kalinski said. Realtors at the existing 2425 Canyon Blvd. office also can use the office to meet clients downtown, he said.

“What we’re doing is the ‘new us,’” Jay Kalinski said.

Re/Max of Boulder’s office on Canyon Boulevard has been the Re/Max franchise with the highest volume of sales in the nation for the past six years, Jay Kalinski said. The firm reported \$695 million in sales in 2012.

The two Re/Max of Boulder offices will operate together as one office, although technically the new office will be a separate franchise, Jay Kalinski said. The firm expects to lose its highest-volume ranking with the new office, he said. In all, the company has 105 Realtors.

“On a per-agent volume, we will still be very impressive,” Jay Kalinski said.

Realtors are excited about the change, said Todd Ulrich, a real estate agent who focuses on property management within the Re/Max of Boulder market area. Ulrich believes there is pent-up demand from both buyers and sellers in the region, which has made the market heat up in recent months.

Re/Max of Boulder also is focusing more on community nonprofit groups, sponsoring a “featured friend” on its website every month, Jay Kalinski said. The YMCA of Boulder Valley is this month’s “featured friend.”

SOLID STATE MOVES: Solid State Depot leased 1,650 square feet of industrial space at 1965 33rd St. in Boulder from Kreizel Perry Partnership. Solid State is moving from 5311 Western Ave. in Boulder.

Solid State calls itself Boulder’s hackerspace: a physical place where

FLIPTASK from **3A**

phone number or last name,” Franzmeier said. “And runners don’t get the full address of posters until hired so they don’t just show up.”

Once in the system, a person can be both a poster and a runner.

Payment is made through PayPal only after a task is completed. Posters come up with the amount of time they’re looking to get and the amount of pay they’re looking to spend for a completed task.

In exchange for the service, FlipTask receives a sliding scale percentage that ranges from 2 percent to 20 percent based on the amount paid for a task.

“We’re reaching out to businesses that need extra help around the office

| 2013 FIRST QUARTER SALES | | | | | | | | | | | | | |
|--------------------------|--------------|------------|----------|---------------------|-----------|----------|------------|--------------|------|----------|---------------------|-----------|----------|
| House Sales | | | | | | | | | | | | | |
| Location | Total # Sold | | | Average Sales Price | | | Location | Total # Sold | | | Average Sales Price | | |
| | 2012 | 2013 | % Change | 2012 | 2013 | % Change | | 2012 | 2013 | % Change | 2012 | 2013 | % Change |
| Boulder | 138 | 143 | 3.6 | \$698,570 | \$685,788 | (1.8) | Boulder | 107 | 54 | (49.5) | \$619,000 | \$625,000 | 1.0 |
| Broomfield | 70 | 72 | 2.9 | \$354,320 | \$379,374 | 7.1 | Broomfield | 90 | 49 | (45.6) | \$325,000 | \$330,000 | 1.5 |
| Erie | 50 | 70 | 40.0 | \$331,479 | \$381,741 | 15.2 | Erie | 83 | 60 | (27.7) | \$309,000 | \$351,059 | 13.6 |
| Lafayette | 43 | 51 | 18.6 | \$392,678 | \$433,373 | 10.4 | Lafayette | 73 | 72 | (1.4) | \$379,075 | \$428,000 | 12.9 |
| Longmont | 173 | 235 | 35.8 | \$244,737 | \$283,370 | 15.8 | Longmont | 89 | 56 | (37.1) | \$223,000 | \$258,100 | 15.7 |
| Louisville | 28 | 30 | 7.1 | \$457,590 | \$438,964 | (4.1) | Louisville | 65 | 47 | (27.7) | \$410,000 | \$391,000 | (4.6) |
| Superior | 19 | 23 | 21.1 | \$430,236 | \$429,418 | (0.2) | Superior | 44 | 66 | 50.0 | \$425,000 | \$430,000 | 1.2 |
| Mountains | 34 | 42 | 23.5 | \$429,455 | \$436,684 | 1.7 | Mountains | 149 | 164 | 10.1 | \$362,000 | \$358,000 | (1.1) |
| Plains | 67 | 71 | 6.0 | \$601,999 | \$662,497 | 10.0 | Plains | 111 | 93 | (16.2) | \$470,000 | \$503,000 | 7.02 |
| Total | 622 | 737 | | | | | | | | | | | |

| 2013 FIRST QUARTER SALES | | | | | | | | | | | | | |
|--------------------------|--------------|------------|----------|---------------------|-----------|----------|------------|--------------|------|----------|---------------------|-----------|----------|
| Condo & Townhome Sales | | | | | | | | | | | | | |
| Location | Total # Sold | | | Average Sales Price | | | Location | Total # Sold | | | Average Sales Price | | |
| | 2012 | 2013 | % Change | 2012 | 2013 | % Change | | 2012 | 2013 | % Change | 2012 | 2013 | % Change |
| Boulder | 115 | 131 | 13.9 | \$343,075 | \$310,887 | (9.4) | Boulder | 154 | 71 | (53.9) | \$260,000 | \$275,000 | 5.8 |
| Broomfield | 13 | 17 | 30.8 | \$204,382 | \$251,261 | 22.9 | Broomfield | 177 | 79 | (55.4) | \$210,000 | \$270,000 | 28.6 |
| Erie | 3 | 7 | 133.3 | \$124,966 | \$183,286 | 46.7 | Erie | 41 | 85 | 107.3 | \$124,000 | \$158,000 | 27.4 |
| Lafayette | 15 | 12 | (20.0) | \$186,837 | \$196,003 | 4.9 | Lafayette | 87 | 73 | (16.1) | \$196,000 | \$182,750 | (6.8) |
| Longmont | 36 | 50 | 38.9 | \$173,584 | \$178,650 | 2.9 | Longmont | 92 | 79 | (14.1) | \$162,000 | \$176,600 | 9.0 |
| Louisville | 3 | 10 | 233.3 | \$165,000 | \$340,316 | 106.3 | Louisville | 34 | 25 | (26.5) | \$165,000 | \$287,500 | 74.2 |
| Superior | 10 | 6 | (40.0) | \$199,267 | \$183,583 | (7.9) | Superior | 58 | 61 | 5.2 | \$179,000 | \$178,000 | (0.6) |
| Mountains | 0 | 0 | N/A | 0 | 0 | N/A | Mountains | 0 | 0 | N/A | 0 | 0 | N/A |
| Plains | 11 | 19 | 72.7 | \$211,236 | \$213,905 | 1.3 | Plains | 100 | 61 | (39.0) | \$185,000 | \$193,000 | 4.3 |
| Total | 206 | 252 | | | | | | | | | | | |

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

like-minded people get together and collaborate on creative projects.

It was founded in July 2010 by Dan Davis-Boxleitner and John English. The space will be used as a workshop and a place to hold meetings.

Tom Newman of Freeman Myre was the listing broker, and Jim Ditzel of Ditzel Properties represented Sold State.

LEASE: Putnam Accessory Group leased 1,285 square feet of office space at 3227 Walnut St. in Boulder from Kreizel Perry Partnership. Tom Newman of Freeman Myre was the listing broker.

BROOMFIELD

FLATIRON CROSSING UPDATE: Three trendy women’s clothing stores and a resale bookstore are opening at the FlatIron Crossing mall in Broomfield in the next four months.

A White House Black Market women’s clothing store opened Thursday, April 18, on the lower level of the mall in a space near the Apple electronics store, according to

a FlatIron Crossing press statement. A White House Black Market store also operates at the Twenty Ninth Street shopping district in Boulder. The clothing retailer is a division of Chico’s FAS Inc., (NYSE: CHS), based in Fort Myers, Florida.

Resale book/media chain 2nd and Charles is slated to open a store May 30 in more than 25,000 square feet in The Village entertainment and restaurant area. The store will be near P.F. Chang’s restaurant in The Village. The first 2nd and Charles store opened in Birmingham, Alabama, in 2010.

A Victoria’s Secret PINK clothing store, which is tailored toward college-age women, will open Aug. 23 in the a free-standing store now housing a Bath & Body Works store, according to the press statement. Bath & Body Works will move to the lower level of the mall near the Apple store. Victoria’s Secret also operates a store at Twenty Ninth Street.

The Limited women’s clothing store is slated to open in August on the lower level of the mall across from

the existing Banana Republic clothing store. No specific date has been set. Victoria’s Secret, Bath & Body Works and The Limited are all brands owned by L Brands Inc. (NYSE: LTD).

“The center continues to be a powerful draw for top retail brands and loyal shoppers from our expansive trade area,” said Kim Campbell, senior property manager at FlatIron Crossing.

GNC, or General Nutrition Center, vitamin store (NYSE: GNC) relocated to the upper level of the mall near Macy’s department store. An existing Things Remembered home decor store expanded, and the existing Justice clothing store was remodeled.

More than 200 shops and restaurants operate at FlatIron Crossing, which opened in 2000. Macerich Co. (NYSE: MAC), a Santa Monica, California-based real estate investment trust, has had a stake in FlatIron Crossing since 2002, but in 2009 sold 75 percent of it – then bought back 100 percent of the 1.5 million-square-foot mall for \$323 million in November.

as well,” Franzmeier said.

Using contractors from places like Denver, Colorado Springs and India, to help develop and design the website, Franzmeier spent a year getting his online business up and running. He then used direct mail, social media, radio and grocery cart ads in King Soopers in Boulder to get the word out.

FlipTask focuses on the Boulder area with plans to expand into Denver.

Franzmeier’s idea to create this matchmaking business came to him after graduating from the University of Colorado-Boulder in 2011 with a degree in economics.

“I saw that the job economy was tough — especially in Boulder — for

people to hold on to jobs,” he said. “This is a way of creating a temporary workforce that could also help some people while they’re looking for full-time work.”

Franzmeier started FlipTask with \$100,000-plus from an angel investor who continues to fund the venture as needed to grow the company. Initial expenses included software development, advertising and contract work.

Franzmeier refers to his angel investor as his biggest mentor. “He has started many companies in the past and has wise words that I follow so I don’t make the same mistakes people before me have made.”

Franzmeier’s biggest challenge has been wrestling with the amount of

time needed to meet the growing demands of the startup.

“I want to get faster at getting and using input from users and want to continue improving the site,” Franzmeier said. “I’m trying to prioritize overall what people are telling me and managing my time to do what really needs to be done.”

Goals in the works include accepting credit card payments as well as using PayPal and creating an open-bidding option.

“A lot of people don’t know how much to offer so with an open-bidding option, they could post all details of a task, and runners could make bids for how much they will do the task for.”

City should let mall talks run course

Now that the city of Longmont has voted to authorize eminent domain — condemnation — in the case of the Dillard's department store at Twin Peaks Mall, we hope all sides will take a deep breath and get back to the bargaining table.

The Longmont City Council, operating as the Longmont Urban Renewal Authority, voted 6-to-1 on April 9 to authorize eminent domain for the 94,000-square-foot Dillard's location. Twin Peaks Mall owner NewMark Merrill Mountain States, based in Fort Collins, is planning to redevelop the 550,000-square-foot mall into an open-air shopping center.

Dillard's has gone back and forth about whether it wants to be part of an open-air shopping center — the answer currently is "no" — and has been unable to agree on a sale price with NewMark Merrill.

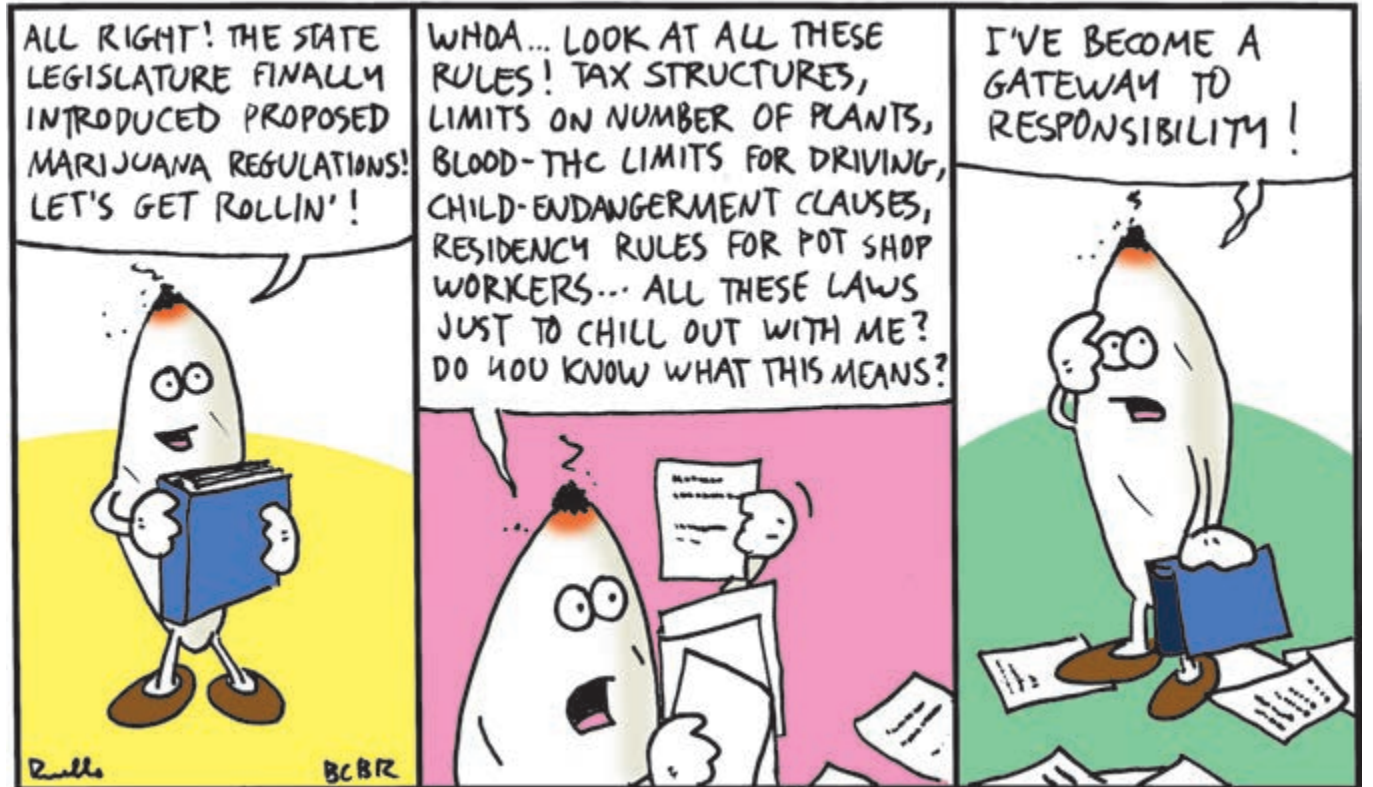
EDITORIAL

We understand NewMark Merrill's desire for clarity and a final outcome to the negotiations. We also understand Dillard's desire to secure the highest possible price for the Longmont location. And we certainly understand why the city council opted to authorize condemnation — without voting to actually use eminent domain.

However, we hope all sides will see the value in reaching a fair settlement of the dispute. Dillard's has been a valuable and valued retailer that has pumped sales-tax dollars into Longmont's coffers. NewMark Merrill has invested millions of dollars into purchase of Twin Peaks, as well as pushing an ambitious plan to revitalize what was once a gem of Boulder Valley retail.

Now that the city has provided additional ammunition to spur Dillard's toward a deal, our hope is that the power of eminent domain will not be used. Condemnation would almost certainly add further costs in terms of time, money and litigation.

All parties should avoid that outcome and get a deal done.



Obfuscation when chips are down

Snack maker feeds illusion, but is this 'Boulder-washing'?

Tell the truth, and let the chips fall where they may.

It seemed like such a simple question: Does Boulder Canyon Natural Foods still have a physical location in Boulder?

Alas, you might have thought I was asking for the formula for Coca-Cola, based on the obfuscation with which my question was greeted by one of the company's public-relations reps.

A bit of background:

Boulder Canyon Natural Foods makes a great product: dozens of varieties of natural chips. Some of my family members around the country are among the product's biggest fans, as am I. The company was founded in Boulder in 1994 and sold to Phoenix-based Inventure Foods in 2000.

But I recently came across a press release from the company, datelined Phoenix, with no reference to a Boulder location. That prompted me to wonder whether the operation had, in fact, moved. It used to be at 1898 S. Flatiron Court in east Boulder. The local phone number has been disconnected.

So our reporter, Beth Potter, contacted the company. Yes, the operation had, in fact quietly moved to Phoenix

some time ago. No announcement had been made at the time. Beth wrote a brief on the move in our "The Eye" column on March 15.

Case closed? Not so fast. Soon after our brief appeared, I bought a bag of Boulder Canyon chips (barbecue, my favorite). There was the familiar, dominant Boulder Canyon logo, with the distinctive Flatirons image below. (You wouldn't expect the company to replace the Flatirons with Camelback Mountain, would you?)

But it was the language on the back of the bag that surprised me: "Distributed by Boulder Natural Foods, Boulder Colorado."

"What gives?" I thought. Is this just from an inventory of bags that eventually will be used up? So I emailed Matt Jackson, the company's PR contact, asking what the deal was. We do, after all, publish data on local natural-products companies (and many other industries), and I wanted to ensure that we had the listing correct. His response was pretty definitive.

Jackson: "As it relates to listing Boulder Colorado on pack: Boulder

Canyon Natural Foods sales operations have always been and will continue to be based in Boulder."

Fair enough.

Me: "What's the address for the sales operation?"

Jackson: The address is P.O. Box 11106, Boulder CO 80301.

Me: "So is there, in fact, a physical location? How many people work for the company in Boulder?"

No response.

I followed up with another email, asking a series of questions, including, again, whether Boulder Canyon had a physical location in Boulder, the number of employees in Boulder and what constitutes the "sales operation" that he had referenced.

Jackson: "Yes, there is a physical office, the VP of sales is located there and all U.S. sales originate from that office. The P.O. box is used to mitigate solicitation, so for the purpose of your business reference list please use the P.O. Box provided."

Now, it's been quite some time since I fell off the turnip truck, and I can figure out a thing or two. The VP of sales that Jackson referenced is Mark Roper. Multiple websites, including the recent Natural Products Expo West, cited Boulder Canyon's address as a Littleton address. A little checking on my part finds that the address is actually a residence owned by Roper.

► See **Notebook, 31A**



PUBLISHER'S NOTEBOOK
Christopher Wood

BOULDER COUNTY BUSINESS REPORT

VOLUME 32, ISSUE 10

BIZWEST MEDIA LLC

BOULDER COUNTY BUSINESS REPORT

3180 Sterling Circle, Suite 201, Boulder, Colo. 80301-2338, is published biweekly by BizWest Media LLC a Colorado corporation, in Boulder, Colo.

To advertise or subscribe: 303-440-4950

Fax: 303-440-8954

Online edition: www.BCBR.com

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BCBRDAILY from 2A

rate to increase to 750 within four months.

XetaWave would not disclose the name of the major oil company.

Fox Business news reported April 9 that Exxon Mobil Corp.'s unit XTO Energy Inc. agreed to gather Bakken shale oil production into a new crude oil gathering system being built by a subsidiary of CenterPoint Energy Inc. *Posted April 10.*

Seagate hiring in Longmont

LONGMONT — Seagate Technology LLC, the largest private-sector employer in Longmont, plans to add about 150 jobs at its design center in Longmont and has scheduled a job fair in May.

Most of the jobs will be filled by engineers. Seagate has listed many Longmont openings on the Indeed.com job-search website, including jobs as a staff analyst, project managers, business architect, technical customer support manager and quality engineer. Postings for new college graduates include internships and a servo firmware engineer.

Seagate has about 1,250 employees in Longmont and more than 55,000 worldwide. One of the world's largest manufacturers of hard disk drives, Seagate Technology PLC (Nasdaq: STX) is incorporated in Dublin, Ireland, and has its principal executive office in Cupertino, California.

"This is the largest recruiting campaign we've held in probably a decade," said Jeff Mason, Seagate's vice president for product development at the Longmont design center,

in a press statement. "Since our last major hiring effort, the digital world has grown exponentially, thanks to cloud computing, mobile devices and more. As a result, we're applying new technology to a host of consumer and data center applications."

The job fair will be held from 4:30 to 7:30 p.m., Thursday, May 9, at Seagate's Colorado Design Center, 389 Disc Drive, near the intersection of Nelson and Airport roads. *Posted April 18.*

FDA OKs Sophono implant

BOULDER — Hearing-aid manufacturer Sophono Inc.'s implantable device has received U.S. Food and Drug Administration approval to be used in MRI machines.

Individuals who have the Sophono Alpha System device can go through MRI, or magnetic resonance imaging, testing without having the device removed. The Alpha device previously earned MRI clearance in other countries. Doctors and others use MRIs to make medical diagnoses.

"The absence of contraindications for MRI with the Sophono Alpha System is a great step forward for patients, as well as the physicians, audiologists and clinicians who serve those with hearing loss," Jim Kasic, president and chief executive of Sophono, said in the press statement.

The Sophono Alpha System device is fitted to a patient's head with the use of small, implantable magnets.

Sophono received \$7 million in venture-capital financing in August.

The company manufactures its devices at a 10,000-square-foot location at 5744 Central Ave. in Boulder. Sophono also has an office in Germany and sells devices through distributors in more than 20 countries. *Posted April 11.*

Biodesix raises \$8.8 million

BOULDER — Biodesix Inc. in Boulder has raised \$8.8 million to market and sell its VeriStrat diagnostic test.

Existing company shareholders bought the Series D preferred shares. The company makes diagnostic tests that help doctors make treatment decisions.

The VeriStrat diagnostic test is used to help treat patients with advanced non-small-cell lung cancer.

VeriStrat helps doctors decide if lung cancer patients should receive treatment with the drug erlotinib (trade name Tarceva). Biodesix said in February 2012 that it would collaborate with New York-based Kamon Corp. in a lung cancer study on Kamon's drug-treatment candidate.

Over the past two years, Biodesix has partnered with other biopharmaceutical companies to examine VeriStrat's use in connection with oncology therapies. Biodesix also has partnered with other companies to research other potential diagnostic tests.

Drug candidate and diagnostic test companies must go through a testing process that can take 10 years to get approval from the U.S. Food and Drug Administration. *Posted April 17.*

Mitisek new CEO at CTA

DENVER — Erik Mitisek is the new chief executive of the Denver-based Colorado Technology Association.

He replaces Steve Foster as leader of the association. Foster stepped down in February after 14 months as CEO and president to become chief operating officer of Denver-based technology consulting firm Global Technology Resources Inc.

Mitisek's first day on the job will be April 29, but his first activity as CEO will be opening the technology industry's Day at the State Capitol event Friday, April 19.

During the past two years, Mitisek has been a leader in the Colorado technology startup community, helping to build Startup Colorado, Denver Startup Week and BuiltIn Denver.

Mitisek has been building companies in Colorado for 14 years in the industries of online software, luxury clubs, and consumer mobile and online real estate. He co-founded Next Great Place, an online travel network that is backed by Trinity Ventures, with Exclusive Resorts founder Tom Filippini in 2010.

Prior to Next Great Place, Mitisek was the CEO of online software company Claremont Information Systems. He led that company from inception through its venture capital financing and, ultimately, to launching the commercial version of the product in the marketplace. *Posted April 18.*

NOTEBOOK from 30A

Another email prompted Jackson to connect me with Laura Setzfand, Boulder Canyon's vice president for marketing. I explained my confusion and again asked whether there was, in fact, a physical location in Boulder.

"Our sales operations are run out of Boulder," Setzfand said. She noted that the founder of the company, Mark Maggio, lives in Boulder and that a couple of the company's products are made in Boulder. She also pointed out that the company has annual or semi-annual meetings in Boulder and is considering adding employees in Boulder.

But here are the facts:

- Setzfand acknowledged that the

sales operation is actually based at Roper's house in Littleton. (That's up to an hour south of Boulder.)

- Maggio is not employed by the company, although Setzfand said he continues to help with ideas.

- The low-fat chips supposedly made in Boulder are actually made in Golden.

- Boulder Canyon's sole connection to Boulder is a post office box and a Flatirons image on the bag.

- No immediate plans exist for any physical presence in Boulder.

"We kind of use the P.O. box as our home base, as I said, and that's why we use that on our packaging," she said.

She added: "I guess our legal department has said that's OK."

Is Boulder Canyon deceiving the public by including that language on its packaging, in order to cash in on the Boulder mystique — the Boulder cachet — when, in fact, the company does not have a single employee in the city?

Setzfand told me she didn't believe any deception was intended, that Boulder constitutes an important part of the company's brand, because of the natural-products sector, the environmental ethos and other factors.

"It is really important for the brand, because it really personifies what the brand is all about," she said.

Setzfand seems like a nice person. Boulder Canyon Natural Foods makes great chips.

But here's some advice for Inventure Foods: Don't confuse Littleton with Boulder. Don't confuse Golden with Boulder. Don't repeatedly tell a journalist that sales operations are based in Boulder when you know that they're not.

And don't label your bags, "Distributed by Boulder Natural Foods, Boulder, Colorado," when your only current connection to the city is a P.O. box.

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

RATES from 4A

reliability factor in a utility that uses wind power and other renewable energy, Bailey said.

Minneapolis-based Xcel Energy (NYSE: XEL) also is analyzing existing usage data, Aguayo said.

Mike Grim, executive manager of Denton Municipal Electric, made a presentation at the council meeting to explain how the city of Denton, Texas, used its municipal utility to attract economic development. In

2009, the Denton utility was powered half by coal and half by natural gas. It's now powered 40 percent by wind, Grim said.

Condemnation proceedings against Xcel could start in August, under a timeline put together by the city. After that time, the city may have to pay Xcel Energy's legal fees if it decides to end the municipalization process, according to Sarah Huntley, a city spokeswoman.

The legal charter governing Boulder as a city puts requirements — mainly financial — on the potential municipalization process, Huntley said.

For example, rates charged to customers must be the same or less than Xcel Energy would charge if the city of Boulder creates an independent utility, Huntley said. In addition, the city must show it has debt coverage of 125 percent to pay back the debt

on bonds that have yet to be issued, Huntley said. Such bonds would help finance the cost of the new utility.

Other requirements for a city utility include similar or better reliability than that of Xcel Energy, a plan for increasing renewables and a plan for decreasing greenhouse-gas emissions, Huntley said. If the city can't demonstrate that it can meet all five requirements, the municipal utility plan can't go forward, Huntley said.

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SECTION B

HALL of FAME

Class of 2013



Linda Cain



Tom Chapman



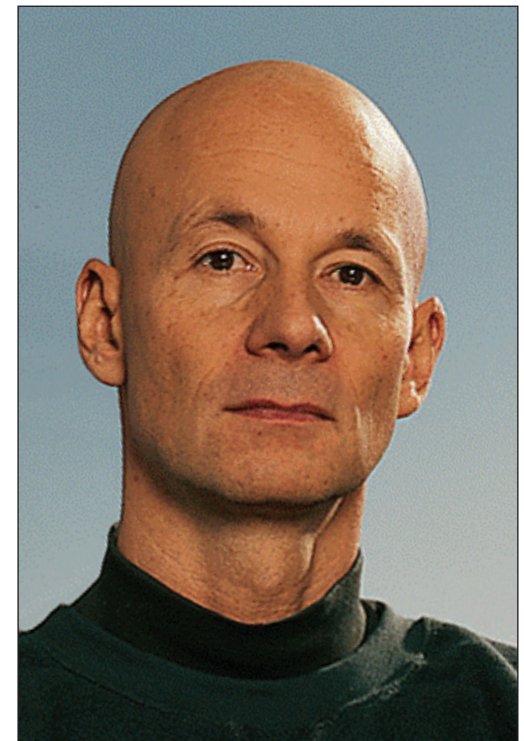
Court Dixon



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Mark Retzlaff



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Posthumous Induction - The Hover Family





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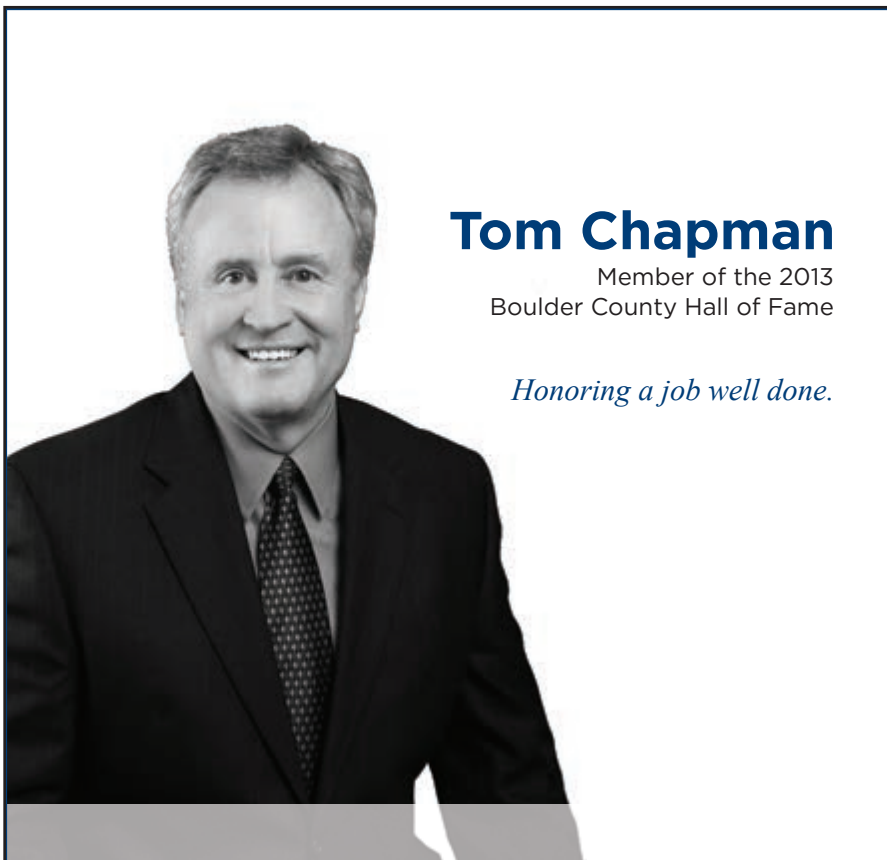
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For travel-agency's Cain, giving back is the ticket

BY VALERIE GLEATON
news@bcbr.com

BOULDER — When asked how she felt about being inducted into the Boulder County Business Hall of Fame, Linda Cain replied that she was “surprised and overwhelmed.” But what may have come as a surprise to Cain shouldn’t come as one to anyone familiar with her success.

As chief executive of Cain Travel Group of Boulder Inc., Cain heads not only a top woman-owned business in Boulder County but also the 56th-largest travel agency in the nation, as ranked by Travel Weekly, a national travel-industry newspaper.



Cain has been involved in the travel industry since 1967, and she and her husband, David, founded Cain Travel in 1985 as the successor to Viking Travel, which was established 10 years earlier. Last year, the company, which specializes in international corporate travel, brought in annual sales of \$104 million.

Dennis Paul, assistant vice president of Boulder-based Elevations Credit Union, has worked with Cain Travel for more than eight years and



JONATHAN CASTNER

Linda Cain, chief executive of Cain Travel, said she is “very proud of our family-friendly practices for employees.”

suggested Cain as a Hall of Fame nominee. Elevations provides health savings account services for the travel agency.

“There were a couple of reasons we felt she would be someone to call out as a leader,” Paul said. “Her work

in the community, her stature as the CEO of the No. 1 woman-owned business in the county — she represents the best in the business.”

Cain Travel has been recognized in the past for its commitment to its staff. In 1996, the company was

honored by President Clinton for its human-resources policies, and Cain was invited to participate in the White House Conference on Corporate Responsibility.

“We’re very proud of our family-friendly practices for employees,” Cain said. The travel agency has 60 staff members, many of whom work from home in different states, and offers flexible hours so that employees can spend time with their families. The company also contributes to individual employees’ causes, such as scout fundraisers and charity walks.

In addition to her commitment to her clients and staffers, Cain is deeply involved with the community and other charitable causes.

She “cares deeply about Boulder, the state at large, and the most vital ecosystems of our world,” said Cain’s son Michael, president of Cain Travel.

She serves on the board of the Robert D. Sutherland Memorial Foundation, which offers help to those with bipolar disorder, as well as the boards of the Colorado Ski and Snowboard Museum and Hall of Fame in Vail and, as an avid SCUBA diver, the Coral Reef Alliance in San Francisco. In the past, she has served on the boards of the Boulder Chamber of Commerce, the Boulder Valley YMCA and the National Association of the Mentally Ill.

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Together we'll go far

Insuror Chapman's 'handshake is his bond'

BY SALLY McGRATH
news@bcbr.com

LONGMONT — Tom Chapman is one of those people who evokes heads shaken in wonder.

How does this one man run a successful insurance business, serve on numerous community boards and charities and always stand ready for the next challenge — while still making sure he has time for his wife, son and daughter and two grandchildren?



"I'm fortunate in that I've always been self-employed," said Chapman, managing partner of First MainStreet Insurance LLC in Longmont. "As a result, I don't view my business hours to be 9 to 5, and I've never had an eight-hour mentality. That gives me flexibility to do these other things."

It also helps that Chapman views his volunteer activities as fun, not work. "I don't view those things as work or stressful," Chapman said. "I'm passionate about being involved in the community. I think I have a healthier outlook on life as a result."

First MainStreet is a full-service



JONATHAN CASTNER

"I don't view my business hours to be 9 to 5," said Tom Chapman, managing partner of First MainStreet Insurance LLC in Longmont, "and I've never had an eight-hour mentality."

independent insurance agency serving Longmont, the St. Vrain Valley, Boulder County and beyond. The agency has grown from seven to 25 employees under Chapman's leadership and has been a major contributor to many local charities.

The company is on a strong financial path, Chapman said. "We are starting to see some positive things happen," he said, "and our outlook is very bright."

"Tom is known by all of his peers as an ethical business leader, a true mentor with untarnished integrity," said Beth Shipp and Brian O'Hanlon, who nominated Chapman to the Boulder County Business Hall of Fame. "He is one of those rare people: Tom's handshake is his bond."

Chapman balances work, play and family, said Shipp, who worked with Chapman at First MainStreet Insur-

ance until retiring two years ago. He has a sense of humility and never takes sole credit for his achievements, she said. "He always says, 'You don't do this alone. You never get there alone.'"

Chapman's contributions to non-profits are extensive. Among those to which he has contributed are the Economic Development Association of Longmont that became the Longmont Areal Economic Council, the Tiny Tim Center, Safe Shelter of St. Vrain Valley and the Longmont Community Foundation.

He has served on the boards of the Longmont Community Foundation and First National Bank of Longmont and has chaired the Longmont Area Economic Council and the Longmont Area Chamber of Commerce. He sits on the board of directors of Longmont United Hospital, where he helps the hospital navigate the rapidly changing health-care field.

Chapman said he first became involved in volunteer activities as a member of the chamber of commerce in an effort to grow his business. After serving in many business-related volunteer roles, he changed his focus to the broader community.

"I was looking for the more human factor in the community," he said. "My passion is to be involved in the community and help make it a better place to live and run a business."

The Boulder County Business Report

Salutes the Boulder County Business Hall of Fame Class of 2013



*"It is a mighty good thing, this working for one's self.
It is a glorious thing to work for the public good."*

— Charles Hover

BOULDER COUNTY
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Wearing Boulder pride a perfect fit for Dixon

BY HEATHER MCWILLIAMS
news@bcbr.com

BOULDER — Court Dixon tailored a reputation for excellence, professionalism and class during his nearly 40-year history as a Boulder apparel retailer, business owner and community activist, leaving behind a legacy unmatched in his field.

Dixon began as a salesman at Kinsley and Co. decades ago. The iconic, independent clothing store outfitted men and women interested in looking their best. Dixon worked his way from trusted employee to owner of the premier high-end Boulder clothing store.



“It’s the classic story of a young person ... continuing the legacy of an old company and carrying it forward into a new era,” said Richard Foy, longtime friend and customer at Kinsley and Co., which shuttered its doors in 2009.

A deep belief that looking one’s best takes no more effort than looking one’s worst yet pays dividends in self-confidence, others’ perceptions and respect. Dixon culled apparel selections from across the globe for Kinsley and Co., based on quality



PETER WAYNE

Court Dixon spent 40 years as a Boulder apparel retailer, but one of his community projects as a fisherman was to shape the character of Boulder Creek, advocating for a natural flow rather than a concrete culvert.

and classic style rather than transient trends, he said.

Described by friends and customers as affable, energetic, trustworthy and living a highly principled life, Dixon said outward appearances reflect an inner love for self. He took time to listen to customers rather than shoot for a quick sale.

“I’d rather ... have that customer for life,” Dixon said. It’s a philosophy

that engendered trust and often led to friendship, said Henry Beer, customer and friend of Dixon’s.

Along with dedication to quality retail sales and service, Dixon is an avid outdoorsman, earning not only the friendship and respect of many clients, but also their admiration in the field while hunting and fishing, Beer said.

“He put his money and energy

where his heart was,” Beer said, and gave countless amounts of time, money and energy to community activism. Highlights include unifying various improvement organizations on The Hill into the University Hill Alliance, which merged the interests of merchants, students and neighbors to improve safety and appearance of the shopping and entertainment district. He spoke at university and business functions about the link between attire and success. Dixon shaped the character of Boulder Creek, advocating for a natural flow rather than a concrete culvert as once proposed. He was instrumental in the creation of the nationally known Boulder Creek Fish Observatory.

Dixon generously contributed to countless silent auctions and fundraisers for organizations throughout the city and revamped the Trout Unlimited National Banquet from a fundraiser focused only on anglers to a family-friendly event showcasing the importance of watershed conservation across interest groups.

Dixon’s zest for life draws people to him, Beer said, but his legacy extends beyond that.

“All that focused through the lens of community impact, both through charitable contributions and through entrepreneurial skills, it’s left an indelible mark on Boulder.”

Celestial Seasonings congratulates Mark Retzloff
on his induction into the Boulder County Business Hall of Fame.

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Hovers' farm sprouted harvest of caring for seniors

BY DALLAS HELTZELL
dheltzell@bcbr.com

LONGMONT — In the late 1970s, a 160-acre tract northwest of Longmont was mostly open land, populated only by jackrabbits and the occasional pheasant. On the southeast corner of the parcel, however, stood a 3,500-square-foot Tudor-style mansion, surrounded by shade trees.

Inside that mansion, a dream was being nurtured.



That dream now lives as the non-profit Hover Senior Living Community, which occupies most of the southern half of the old farm and is a lasting tribute to the Hover family — Charles, Katherine and adopted daughter Beatrice — who are being inducted posthumously this year into the Boulder County Business Hall of Fame.

Born in Wisconsin in 1867, Charles Hover moved to Denver in 1898 to help his father run a wholesale drug business. He met and married Katherine Avery, and the couple settled in Longmont, where they donated time and financial support to their church and community.

Charles Hover left the drug busi-



COURTESY ST. VRAIN HISTORICAL SOCIETY

ness in 1902 and bought the farm — bounded by present-day Mountain View and 17th avenues and Hover and Harvard streets — for \$11,200. The ground was alkali-ridden clay soil, but Hover improved it, rotating crops of alfalfa, beets and wheat and earning a Denver newspaper headline in 1912: "Prairie Farm is Paradise in Ten Years."

In 1907, the couple adopted 9-year-old orphan Beatrice, hoping she would agree to take care of

them in their old age. To make those years more comfortable, they built the mansion known today simply as "Hoverhome" for \$25,000 and took up residence in 1914.

Charles eventually turned operation of the farm over to tenant farmers, joining four local investors in 1920 to buy the Empson Canning Factory. Hover served as president and general manager of the cannery until it merged with Kuner Pickle Co. in 1927. He also was

instrumental in securing the land for Roosevelt Park and the Boulder County Fairgrounds — and even turned down requests to run for Colorado governor.

Charles died in 1958 at age 91, and Katherine and Beatrice lived in the home for many of the next years until Katherine's death at 99 in 1971.

"My hopes are that (Hoverhome) can be preserved," Beatrice wrote, "as a museum exemplary of a fine house of the early 1900s with furnishings, rare books and artifacts kept intact, so the home can become a community center."

That dream came true. The Historical Society bought Hoverhome in 1994, three year after Beatrice died at age 94, where it hosts tours and events.

Beatrice did live to see a bigger dream unfold, however. "It was Mrs. Hover's idea to provide a place for seniors to live," said Luella Lindquist, events coordinator for the St. Vrain Historical Society. The Hover Community sprouted north and west of the mansion beginning in 1982.

"Her parents made Beatrice promise that she would always strive to have the most respect for affordable housing for seniors," added Jean Mendez, director of assisted living for Hover Communities.

It's no accident that Hover Communities' headquarters is on Charles Drive — and that its symbol is a yellow rose, Beatrice's favorite flower.

Ed, Jan and Keith Kanemoto
Applaud the 2013 Class of Hall of Fame Inductees commending them for their contributions to Boulder County Business.

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Nix works in excavating but digs volunteering

BY ELIZABETH GOLD
news@bcbr.com

LONGMONT — Scott Nix is a veteran community player — from roles in junior high school student government to invitational charity motorcycle rides.

To Nix, owner and president of Nixcavating Inc., a Longmont-based excavating company that he launched in 1982, giving back to the community goes hand-in-hand with being successful.



He likes to have fun, too.

One of his recent volunteer activities involved raising funds for A Woman's Work, an organization that financially helps St. Vrain Valley women in need.

Along with his son, Brady, Nix agreed to go on the auction block in 2012 to raise money for one of the organization's fundraising projects: Magnificent Men of A Woman's Work. As one of the top moneymakers for the event, the pair made it into the Magnificent Men 2013 calendar.

"It's an important project for us," said Cindy Noble, A Woman's Work



JONATHAN CASTNER

To Scott Nix, owner and president of Nixcavating Inc., a Longmont-based excavating company that he launched in 1982, giving back to the community goes hand-in-hand with being successful.

executive director. "He and Brady offered an opportunity for someone to come play in the dirt with big machinery," she added, referring to the prize donors got in return for their support.

With a page of bulleted points that outline Nix's additional community involvement, Noble nominated him to the 2013 Boulder County Business Hall of Fame.

"Scott has an entrepreneurial spirit that embodies creativity and tenacity. He's always there for people," she said. "He's not a showy guy. He does it because it's the right thing to do, not for the recognition."

Noble has worked with Nix on a number of projects, including his run for a seat on the Boulder County Commission in 1995.

"I watched him go from an excavation site to the board room to convince people what was good for the community. It was a stretch for him, and he did it with class.

"One of the big things to me is that Scott's a uniquely Longmont success story," she said, "and he's always been the first one to share that success with all the people he works with."

Organizations Nix has supported include Skyline Kiwanis, Longmont Chamber Leadership Program and Longmont Baseball. Through his company, Nix has donated services and labor to groups such as Habitat for Humanity, Mountain States Children's Home and OUR Center.

"When you help groups in your own specialty — with things you're skilled at — it's not overwhelming," Nix said.

He believes community involvement is a win-win activity. "It's a great way to get in front of people to promote your business," he said. "You help people in ways you can, and it all comes back to you as additional work, clients and connections."

Nix sees his community work as reciprocal in other ways as well. "Life is a team sport. I look at where I am today and know that as individuals we wouldn't be anywhere of value or importance without family, employees, vendors, customers and church."




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Success comes naturally for Alfalfa's co-founder Retzloff

BY BETH POTTER

bpotter@bcbcr.com

BOULDER — Mark Retzloff is considered an icon of the local natural-foods industry, serving as a co-founder of Alfalfa's Market grocery store and Horizon Organic Dairy and as chairman of Rudi's Organic Bakery LLC.

He's perhaps best-known as co-founder and chairman of Alfalfa's in the early 1980s. The natural and organic grocery chain merged with Wild Oats Markets Inc. in 1996 and subsequently was purchased by Whole Foods Markets Inc. for an estimated \$565 million.



After Retzloff co-founded Horizon Organic Dairy in Boulder in the early 1990s, he served as its chairman and chief executive. He also was chairman of Rudi's Organic Bakery LLC in Boulder. In 2003, Retzloff co-founded Aurora Organic Dairy Holdings LLC in Boulder, where he continues to sit on the board of directors.

In 2010, Retzloff and his business partners purchased the site of the original Alfalfa's at the southwest corner of Broadway and Arapahoe Avenue. The store was re-opened on



PETER WAYNE

Mark Retzloff and his business partners purchased the site of the original Alfalfa's Market at the southwest corner of Broadway and Arapahoe Avenue in 2010. The store was reopened on Earth Day — April 22, 2011 — and now has about 100 employees.

Earth Day — April 22, 2011 — and now has about 100 employees. Its owners are working on opening a second location in Louisville.

Linnea Simons, a co-founder of the Naturally Boulder industry trade group with Retzloff, called him a man who "walks his talk," running businesses with integrity and community-minded spirit. Retzloff sits on the advisory board of the local, member-run trade group.

Others who have worked with Retzloff call him a great mentor and leader. Colleague and nominator Sonja Tuitele called Retzloff a "visionary."

"Mark is a true pioneer in the global natural and organic products industry and lends his deep experience starting and growing companies to many sectors of the Boulder community — business, nonprofit and the university," said Tuitele, director of communications at Aurora Organic Dairy and a

board member of Naturally Boulder.

Retzloff also has a great knack for hiring the right people, said Victoria Hartman, executive vice president at Madhava Natural Sweeteners in Lyons and also is a board member of Naturally Boulder.

"I'm always amazed at the amount of time he will give to our members to work on a new idea, or to make introductions. He's just always available," Hartman said.

Retzloff lends his knowledge as a board member and adviser to emerging companies locally and nationally. He also is a founding partner at Boulder-based Greenmont Capital Partners venture capital firm. He sits on the board of The Organic Center, a national trade group based in Washington, D.C., as well as RSF Social Finance, a nonprofit financial group based in San Francisco. In Boulder, he also has served on many local nonprofit boards over the years, including Community Food Share, Growing Gardens and Shining Mountain Waldorf School.

Retzloff received his bachelor's degree in environmental studies from the University of Michigan and sits on several boards at the school. In Boulder, he serves on the boards at the University of Colorado's Deming Center for Entrepreneurship, and the Center for Education and Social Responsibility at the Leeds School of Business.



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Successful exec Rysavy backs up his beliefs

BY BETH POTTER
bpotter@bcbr.com

LOUISVILLE — Longtime entrepreneur Jirka Rysavy is known for his skill in growing Gaiam Inc., a healthy-lifestyle company based in Louisville, as well as for his philanthropic activities.

But Gaiam is only the most recent in a line of Rysavy's environmentally and health-oriented startups.

He founded recycled-office products company Corporate Express in 1986 in Boulder. Corporate Express went public in 1994 and grew to become a Fortune 500 company. Rysavy was



chairman and chief executive until December 1998, when he became CEO of Gaiam. He remained as chairman until 1999 when, as the largest Colorado-based company with annual sales of \$4.5 billion, Corporate Express was sold for \$2.3 billion to a Dutch conglomerate and was ultimately acquired by Staples Inc. The company is known today as Staples Advantage.

Rysavy also founded Crystal Market in Boulder, a natural-foods market that became Wild Oats Market when he sold it in 1987 to other local

grocery investors. The grocery chain later was purchased by Whole Foods Markets Inc. for an estimated \$565 million.

Gaiam was started in Boulder in 1988 and went public in 1999. Rysavy has been the company's chairman from its inception, and served as chief executive from December 1998 to March 2009. He also is chairman of Real Goods Solar Inc., previously known as Gaiam Energy Tech, another startup founded in Boulder County in 1999 that became a public company in 2008.

Real Goods Solar's chief executive, Kam Mofid, singled out Rysavy's capability to notice key trends going on in American culture and leveraging them to achieve business results.

Rysavy is "an accomplished business leader," Mofid said. "Above and beyond his business successes, he also cares about the environment and sustainable living and has incorporated those beliefs both in his personal and professional life."

Rysavy also was a silent partner from 1988 to 2008 of Boulder Business Information Inc., parent company of the Boulder County Business Report.

Rysavy's companies tend to focus on Lifestyles of Health and Sustainability, or LOHAS, which can include diverse industries such as alternative transportation, "green" building,



Jirka Rysavy, an accomplished business leader, cares about the environment and sustainable living and has incorporated those beliefs both in his personal and professional life.

renewable energy and natural and organic foods, said Steve Hoffman, who worked with Rysavy in 1999 and 2000 on the LOHAS Forum, a natural-focused business conference. "He was instrumental in working with us as partners to build the LOHAS concept," Hoffman said. "He was an early visionary in uniting all of these diverse markets that serve a healthy

and environmentally aware consumer."

Gaiam has grown through acquisitions of like-minded companies and now has a distribution network of more than 60,000 retail stores along with licensing agreements with content producers such as Discovery Communications and National Geographic. In 2011, the company announced the launch of a new startup Gaiam TV, a video streaming subscription service that gives the user a chance to look at a variety of programming related to yoga, wellness, personal growth and spirituality. Gaiam TV has more than 5,000 exclusive video titles available for streaming.

Gaiam has donated yoga mats and fitness products to facilities throughout Colorado. In addition, Rysavy has represented Gaiam in a variety of events related to sustainable business or renewable energy.

Gaiam also cooperates with the Urban Zen foundation, which focuses on getting integrative medicine included in current health-care systems. The foundation also works to inspire change in the areas of well-being, culture and empowering children in mind, body and spirit.

"Gaiam gives several donations every week," said staffer Kate Weaver. "It's heart-warming to see how many different organizations we are able to reach."

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Charles "Chuck" Sisk
B. Scot Smith
Diane Stow
Nathan Thompson
Eric Wallace
- 2011**
Brad Emrick
John Fischer
John C. Flanders
Dan Gust
R. David Hoover
Dan Souders
- 2010**
Marvin Caruthers
George Karakehian
Doug Larson
Jeremy Martin
Kevin Sipple
Hung Tran
Butch Vernon
Beverly Vernon
- 2009**
William Boettcher
Lou DellaCava
Jay Elowsky
Richard Herring
Jerry Lee
Jerry W. Lewis
Jeff Schott
- 2008**
Peter D. Behrendt
Joan Brett
John Fenstermaker
Edwin Kanemoto
Harlow C. Platts
David Wyatt
- 2007**
Thomas Eldridge
Daniel A. Pirrallo
Richard Klein
Bayne Gibson
G. Lane Earnest
John Mock
- 2006**
Jesse Aweida
George Heinrichs
Dave Hight
Stephen Meer
Marguerite Peoples
Stephen Tebo
Vanderlynn Stow
- 2005**
Anspach Family
Henry Beer
Ron Cheyney
Richard Foy
Carolyn Manzanares
Ted Manzanares
Janet Martin
William J. Suitts
Teresa Warren
- 2004**
Rodney A. Ahlberg
David Jacobs
Ronda Leggett
Laurence T. Paddock
Kevin Thede
Bill Reynolds
- 2003**
Dan Ball
Frank Day
Mary Colacci
Michael Colacci
Steve Demos
Margaret Strong
Steve Strong
- 2002**
Glen and Ann Huey Family
G. Raymond Joyce
R. C. "Merc" Mercure Jr.
Juan Rodriguez
Dwight Sullivan
- 2001**
Margaret "Meg" Hansson
Susan M. Pratt
Wayne Varra
Nancy West
Roy Young
- 2000**
Stan Elmore
Caroline Hoyt
Tom Hoyt
Bob Greenlee
John Sackett
Richard Salberg
- 1999**
Thomas Brock
Carol Grever Gray
Wayne S. Jurgens
Carol Lathrop
Rob Lathrop
Russell Shaffer
- 1998**
Steven K. Bosley
William E. Coleman
Ed Lehman
Ruth Lehman
Gerry Morrell
Janet Morrell
Richard Speaker Steele
- 1997**
Anthony Arnett
Karl Boehm
Mabel Boehm
Bob Charles
Carol Deborski
Edward G. Deborski
I.K. "Ken" Hoyle
Leonard Loukonen
Reino Loukonen
- 1996**
Bob Beauprez
Thomas S. Hendricks
Joseph John Huddart
Jim Kanemoto
Everett Long
J.D. Long
Karen Mulholland
- 1995**
Tell Ertl
Theo Ertl
James P. Maxwell
Virginia P. Patterson
Kenneth E. Pratt
Fred L. Spallone
Everett Williams
George C. Williams
- 1994**
William Henry Dickens
Vernon Golden
Andrew J. Macky
John A. TerHar Sr.
Edward Trumble
Kumiko "Kate" Yoshihara
- 1993**
Alonzo N. Allen
Charles G. Buckingham
Walter A. Buckingham
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Looking back



MICHAEL MYERS

Gene Caranci, center, presents Carolyn and Ted Manzanaras with their Hall of Fame induction plaque in 2005. Caranci was inducted into the Hall of Fame in 2012.



MICHAEL MYERS

Stephen Tebo, left, chats with, from left, Bill Reynolds, Ron Craig and Jeff Wingert, before Tebo was inducted into the Boulder County Business Hall of Fame in 2006. Reynolds became a member of the Hall of Fame in 2004.



MICHAEL MYERS

Emcee Mitch Jelniker poses with Lou DellaCava, who was inducted into the Boulder County Business Hall of Fame in 2009.



MICHAEL MYERS

Wendi Nafziger of the Longmont Area Economic Council presents Rodney A. Ahlberg his Boulder County Business Hall of Fame plaque at the induction ceremony in 2004.



JONATHAN CASTNER

Dan Gust, left, and John C. Flanders, adjust their boutonnières prior to being inducted into the Boulder County Business Hall of Fame in 2011.





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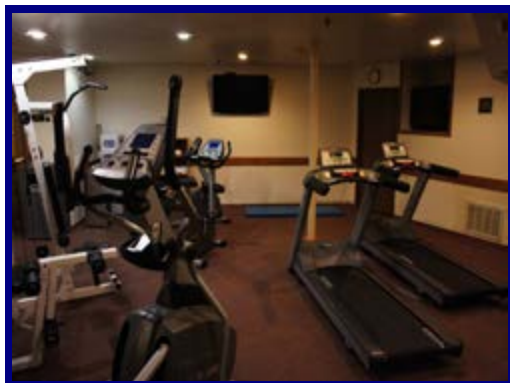
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