

# BOULDER COUNTY BUSINESS REPORT

\$1



## CLEAN TECH

Southwest Windpower taps into growing 'mini' wind turbine demand

**11A**



## DISTINCTIVE HOMES

Optimism returns to Boulder Valley's high-end market

**SECTION B**

Volume 31 | Issue 7 | March 16-29, 2012

# Oil, gas drilling debate heats up

BY BETH POTTER

bpotter@bcbr.com

Public interest in oil and gas exploration and drilling is on the rise in Boulder and Broomfield counties.

Elected officials in Longmont, Boulder County and Erie all have put recent oil and gas drilling moratori-

*ums in place — potentially to allow time for them to add new rules for drilling operators to follow, including increased air and water monitoring,*

*larger setbacks and noise, light and dust mitigation, among others being discussed.*

*Oil and gas drilling is regulated by*

the state and municipalities are limited in what they can control operationally.

Gov. John Hickenlooper recently named a 12-member task force to "clarify" the roles of state and local governments in drilling. The group is to present its findings to the state Legislature about setbacks, pollution

► See **Drilling, 14A**

## Organizers pull ACE project out of Loveland

*CAMT renews search for aerospace park site*

BY MICHAEL DAVIDSON

AND STEVE LYNN

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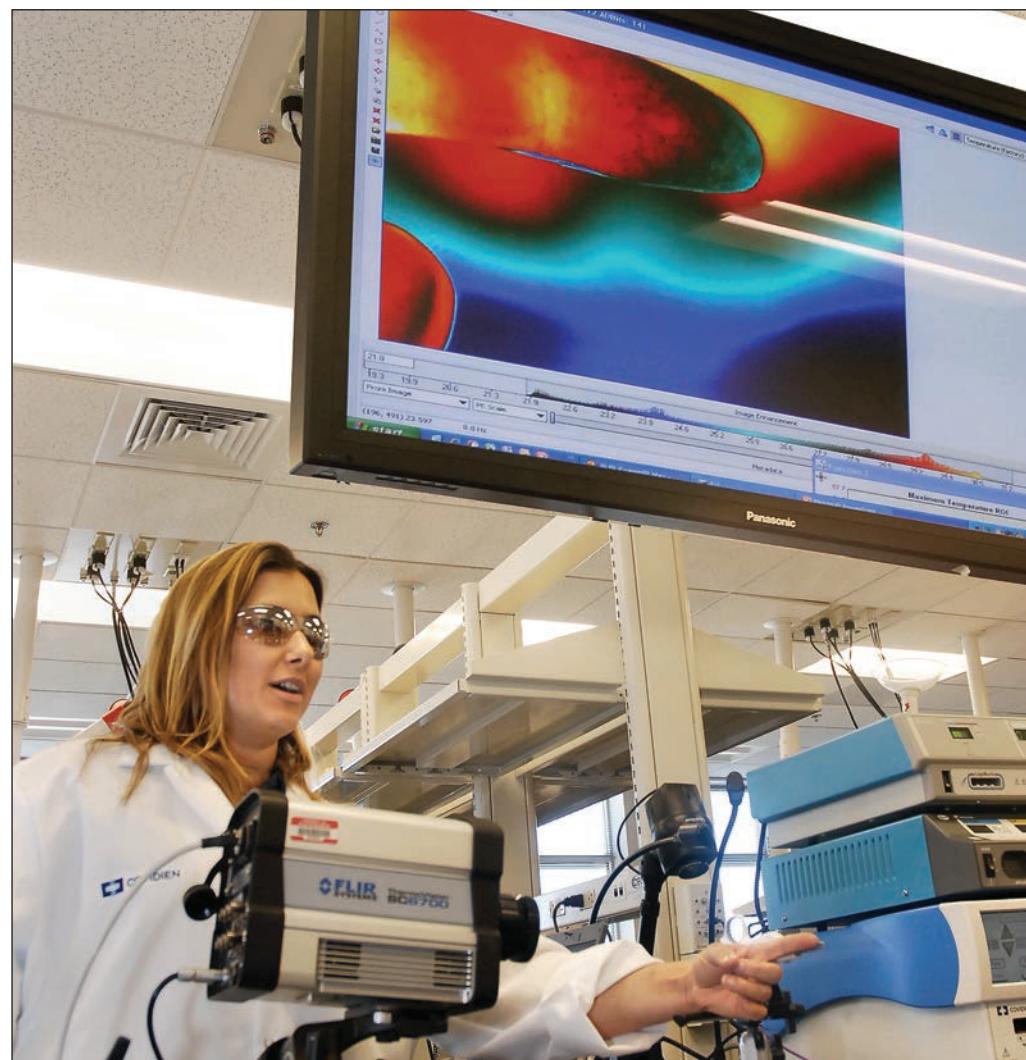
LOVELAND — Local economic development agencies are looking with renewed interest at the Colorado Association for Manufacturing and Technology's Aerospace and Clean Energy initiative following its decision not to develop a research and manufacturing park in Loveland.

CAMT had planned to develop the center at the old Agilent Technologies plant in Loveland. Its plans changed in February after it met with city officials and the property's new owner, Cumberland & Western Resources, executive director Elaine Thorndike wrote in an email.

"CAMT met with C&W and  
► See **ACE, 16A**

## COVIDIEN'S INNOVATION CENTER

*Medical-device maker christens new research and development facility*



MICHAEL MYERS

Kenlyn Bonn demonstrates a thermal imaging camera in Covidien Plc's electrosurgery tissue laboratory located in the medical-device maker's new innovation center. Covidien formally opened the \$18 million, 63,000-square-foot research and development facility in the Gunbarrel neighborhood of Boulder on Tuesday, March 6. See story, 6A.

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# Abound Solar cuts 260 jobs near Longmont

**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 BCBRdaily, an all local e-news report sent to your e-mail each weekday. Just click on "Register for E-Newsletters" at [www.BCBR.com](http://www.BCBR.com).

BY BUSINESS REPORT STAFF

news@bcbcr.com

LOVELAND — Abound Solar, the recipient of a \$400 million federal loan guarantee to expand solar-panel production, announced it will stop making its first-generation thin-film photovoltaic modules in a move that included the temporary layoffs of about 180 people.

Another 100 temporary workers also were laid off.

Abound's facility is located along the Interstate 25 Frontage Road east of Longmont near Firestone.

Mass production, it said, was expected to resume by year's end, once testing is complete on its next-generation, more efficient modules. It did not specify how many of those laid off would be brought back to work.

Additionally, the company said it would put off opening a new factory in Indiana. As many as 1,200 people were expected to work at that plant.

Posted Feb. 29.

## BlogFrog raises \$3.2 million

BOULDER — BlogFrog Inc., a Boulder-based social marketing start-up, has raised a \$3.2 million Series A round of funding.

The round was led by Grotech Ventures, a Washington, D.C.-based venture capital firm, and existing investors including David Cohen.

## BCBR DAILY

BlogFrog is developing what it terms a "social activation platform" that gives marketers and advertisers access to social influencers who are trusted voices on niche topics. It also provides tracking and analytics.

"Brand marketers and agencies know that it's not enough to advertise online," BlogFrog CEO and co-founder Rustin Banks said in the release announcing the funding. "They need to be an authentic part of the conversation people are having long before they consider buying a product. BlogFrog has engineered smart social media technology that lets brands activate thousands of digital influencers to spark and spread conversation."

The investment will be used to expand BlogFrog's offerings to brands in markets such as food, fashion, entertainment, fitness and technology, a press release said. The com-

pany plans to double its workforce before the end of 2012 and open an additional office in New York City so it can better work with advertising agencies.

BlogFrog was formed in 2009 and quickly became popular with "mommy bloggers," or mothers who participate in online communities. It has grown to reach a wider range of women and has developed a network of more than 70,000 publishers.

Posted March 7.

## LogRhythm eligible for rebates

BOULDER - Software firm LogRhythm Inc. is eligible for up to \$85,000 in rebates through the city of Boulder's business incentive program designed to encourage employers to stay in Boulder.

The rebates will be for sales and use taxes and permit-related fees already paid by the company, according to a press statement from the city of Boulder.

Under the city's flexible rebate business incentive program, companies pay taxes or fees to the city, then apply for rebates to get the money back, based on a variety of criteria. City manager Jane S. Brautigam approved the flexible rebate application from LogRhythm.

The flexible rebate business incentive program was a key factor in Log-

### BCBR Opinion Poll

#### Our online question:

When Trader Joe's opens in Boulder in 2013 will it become your primary grocery store?

Yes 26.5%

No 51.9%

I'll wait and see 21.6%

— 100 responses from to Feb. 15 to March 14, 2012  
This poll is not scientific and reflects only the opinions of those Internet users who have chosen to participate. The results cannot be assumed to represent the opinions of Internet users in general, nor the public as a whole.

Take the BCBR Opinion Poll online at [BCBR.com](http://BCBR.com).

Rhythm's decision to solidify its presence in Boulder, said LogRhythm's CEO Andy Grodnick in a press statement.

LogRhythm has 105 employees at 3195 Sterling Circle, Suite 100, in Boulder. The company plans to move and expand in April into a new space in the Pearl East Business Park on the

► See **BCBRdaily, 23A**

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# Sunflower, Sprouts markets merging

**MICHAEL DAVIDSON**  
mdavidson@bcbcr.com

BOULDER — The sun is setting on a Boulder-based natural food store chain.

Sunflower Farmers Market and Sprouts Farmers Market on March 9 announced they have signed a definitive agreement to merge.

The company will operate as Sprouts Farmers Market.

The transaction is expected to close in the second quarter. The 35

stores Sunflower operates will be rebranded to Sprouts by the end of the year, according to a news release.

The combined company will operate 139 stores and will have approximately 10,000 employees.

The new Sprouts will have projected 2012 annual revenue approaching \$2 billion, and plans to open 13 additional stores in 2012.

Sunflower was co-founded in 2002 in Boulder by Mike Gilliland, Libby Cook and Randy Clapp, co-founders of Wild Oats Market. Wild Oats was

acquired by Whole Foods Market in 2007.

"Merging the resources and talents of both companies means we'll be able to accelerate new store growth and optimize our offerings. I'm confident that both Sunflower and Sprouts customers and employees will be impressed with the evolution and advancement our companies can achieve together," Sunflower president and CEO Chris Sherrell said in the news release.

Sprouts is majority-owned by

investment funds affiliated with Apollo Global Management LLC (NYSE: APO), according to the release.

Sprouts opened in 2002 in Chandler, Arizona. Its corporate office is in Phoenix, Arizona.

Sunflower is privately owned the co-founders, management and KMCP Advisors, a provider of private expansion capital. The combined company will continue to be majority-owned and controlled by Apollo, the release said.

# Snowmen



MICHAEL MYERS

Meteorologists Andrew Murray, left, and Joel Gratz keep powder hounds informed on where the snow is deep and steep via their website, OpenSnow.com. The site provides information about snow conditions at ski resorts. "We cover every single resort in the U. S. right now," Murray said.

## Meteorologists Gratz, Murray operate snow-centric website

BY HEATHER MCWILLIAMS  
news@bcbcr.com

BOULDER — Powder hounds hunting fresh snow need sniff no further than a new Boulder-based snow report website.

Be it an established resort, a back-country haunt or favorite snow stashes across the country, OpenSnow.com offers reliable forecasts and commentary on conditions, along with the option to ask a meteorologist for an area-specific prediction. It also provides forums and live user-generated updates on where things are deep and steep.

OpenSnow.com officially launched in November 2011, but the idea first slid onto the scene as the brainchild of one aggravated enthusiast.

"I launched it to solve a problem for myself ... I was a big skier, and I wanted to find good powder."

**I launched it to solve a problem for myself ... I was a big skier, and I wanted to find good powder.**

**Joel Gratz**  
METEOROLOGIST/FOUNDER,  
OPENSNOW.COM

wanted to find good powder," said Joel Gratz, a professional meteorologist and founder of OpenSnow.com.

Gratz came to Colorado in 2003 craving stellar turns. He found computer generated forecasts made by meteorologists in distant offices often didn't explain where the best

snow would be.

"I was frustrated with people having all their gear and being ready to go but being confused on where to go," Gratz said.

Gratz used his meteorology background and, using existing data available to the public, began analyzing Colorado weather patterns and what that meant for ski areas. He spent several years of spare time crafting improved area-specific forecasts through trial and error. Then one December night in 2007, Gratz emailed 30 friends predicting the weekend's snow.

"In about two years that grew to 500 people. Then we created a website, and that grew to tens of thousands, and I said, 'This is really fun. I should do this for a living,'" Gratz said.

► See **Snowmen, 15A**

## Sutevski claims cocktail contest with the Sunfire

Sunfire is the cocktail, Salt is the restaurant.

And Salt bartender/mixologist Adrian Sutevski is one happy camper.

Sutevski took home the top prize — a very special Kidrobot Mega Munny trophy — for creating the winning cocktail at Boulder's Best Mixologist contest organized by Downtown Boulder and held at the Boulder Museum of Contemporary Art on a recent Sunday evening.

## BCBR EYE

That prize will be sitting on the Salt bar at 1047 Pearl St. in Boulder for the next year.

The Sunfire used slices of blood orange and rosemary cooked in simple syrup that is then strained, with fresh squeezed lime juice, agave nectar, soda and locally made 303 Vodka.

Sutevski won bragging rights over seven of his downtown Boulder compadres — bartenders from Aji, Hapa Sushi, The Kitchen, Oak at Fourteenth, the Pinyon, Riff's Urban Fare and West End Tavern.

"I wanted complexity but an

► See **Eye, 6A**



COURTESY DOWNTOWN BOULDER  
Boulder's Best Mixologist contest winner Adrian Sutevski won this Kidrobot Mega Munny trophy. It will sit on the bar at Salt for the next year.



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ARTWORK BY BETSY CAPLAN

# Cohen raises \$28 million to invest in tech startups

*Local, national companies will receive funding*

BY MICHAEL DAVIDSON

[mdavidson@bcbcr.com](mailto:mdavidson@bcbcr.com)

BOULDER — Entrepreneurs and startups in Boulder and around the country have 28 million reasons to cheer.

David Cohen, a Boulder-based entrepreneur, angel investor and co-founder and CEO of the TechStars startup accelerator, has raised a \$28 million fund he will use to invest in startups.

The fund, Bullet Time Ventures II, is Cohen's second. His first fund, Bullet Time Ventures LP, was formed in 2009 and raised \$5 million.

The fund's launch was reported March 7 online on the VentureBeat website, and Cohen expanded on his plans in an email interview and on his blog.

Bullet Time has a national reach, but Boulder companies are well represented on its list of investments. Many of the companies, including SendGrid Inc., Next Big Sound Inc. and Orbotix Inc., were launched in Boulder following their graduation from TechStars.

"I've been investing in Boulder companies for some time. That pace will likely not change, but will sustain over the next four to five years given this new fund. Hopefully it's positive to have more capital with the ability to invest locally," Cohen wrote.

Bullet Time Ventures is independent of TechStars, but Cohen said he expects at least half of the investments will be made into companies that have gone through TechStars. The remainder will be split between new companies founded by TechStars alumni and startups with no connection to the accelerator.

The new fund will continue to build on the foundations created by TechStars when it was launched in 2006.

"TechStars has expanded to five locations geographically, producing



**“Typically, I’m investing in rounds that are \$500,000 to \$2 million in size. I generally co-invest with other value added angels, seed funds or VCs.”**

David Cohen

FOUNDER,  
BULLET TIME VENTURES II

more interesting opportunities. Fund I has been fully committed (with reserves), so this new fund allows me to both continue and scale my investing activities. We’re bullish on the opportunities around TechStars and more broadly for web/software startups," Cohen wrote.

Cohen plans to put the new money into action right away.

"Typically, I’m investing in rounds that are \$500,000 to \$2 million in size. I generally co-invest with other value added angels, seed funds or VCs. Clearly, we plan to make a large number of investments at a pace of one or two per month, give or take," Cohen said.



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BOULDER COUNTY  
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## BOULDER COUNTY BUSINESS REPORT

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# Covidien christens innovation center in Gunbarrel

*Medical-device maker plans to add 125 jobs during next five years*

BY BETH POTTER

bpotter@bcbcr.com

BOULDER - New surgery devices and respiratory monitoring devices may be launched from Covidien Plc's newly opened innovation center in the future.

Covidien (NYSE: COV) formally opened the \$18 million, 63,000-square-foot research and development facility in the Gunbarrel neighborhood of Boulder on Tuesday, March 6, providing tours for dignitaries.

Covidien expects to add about 125 new jobs at the new facility over the next five years. About 160 employees work in it now. Covidien employs a total of 1,400 employees in Boulder.

"Next-generation" versions of the company's LigaSure cutting and sealing devices may come from the innovation center, said John Jordan, a company spokesman. Respiratory monitoring devices also are expected.

Several surgical cutting and sealing devices already are made at Covidien, the site of the former ValleyLab plant near the Diagonal Highway and Spine Road.

Such devices now are found in



MICHAEL MYERS

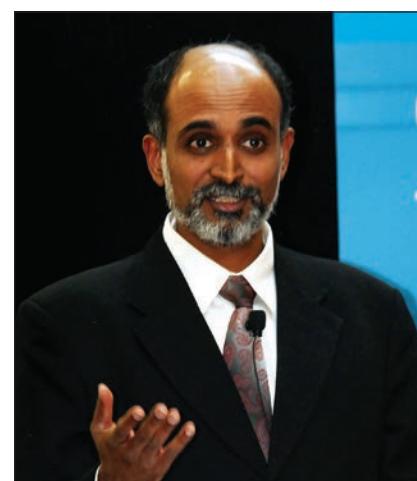
Barry Kaup, a development scientist, explains how Covidien's vessel sealing devices operate. The presentation was part of a public tour of Covidien's new research and development center.

virtually every hospital around the world, said Mani Prakash, who heads the facility in Boulder as vice president of research and development.

"It's a total change to the marketplace," Prakash said. "There are probably no hospitals where we don't have products today."

About 27 million electrosurgical pencils made at the plant in Gunbarrel were sold in 2011, or about 20,000 to 30,000 per day, said Katherine Wagle, a development scientist.

In one new laboratory on display Tuesday, scientists showed the cutting capability of surgical devices made by Covidien. The lab features windows facing toward the mountains and the snow-covered Indian Peaks mountain range. Other labs in



**“It’s a total change to the marketplace. There are probably no hospitals where we don’t have products today.”**

Mani Prakash

VICE PRESIDENT OF RESEARCH AND DEVELOPMENT,  
COVIDIEN PLC

the new facility deal with measurement, quality control and engineering prototypes, among other things.

Covidien had \$11.6 billion in rev-

enue around the world in 2011. The company plans to launch more than 50 products across all of its locations in the next two years.

## EYE from 3A

approachable cocktail, something that's enjoyable without being too difficult to understand," Sutevski said.

A sprig of rosemary wowed the crowd – about 150 drink aficionados who voted for their favorites. A portion of the proceeds went to the art museum.

Theo Adley from The Pinyon offered up the Julio Naranja, which sounded a bit like an alcoholic Orange Julius. Anthony Hinojos at Hapa Sushi made a Bermuda Shipwreck with orange juice, pineapple juice, homemade pomegranate grenadine syrup and an edible orchid on top.

Next time you're at Salt, you can ask for Sutevski or one of the other mixologists behind the bar to make you your very own Sunfire. Or cre-

ate a new favorite from a variety of other lip-smacking ingredients. The restaurant features a "create your own cocktail" menu cheat sheet where you mix and match from six styles, six different kinds of spirits and lots of flavors.

Don't be surprised if you can't quite recreate the experience if you try to make it at home, though - Sutevski wouldn't tell us his secret ingredient.

For readers who are more "champagne taste, beer budget" than "Mad Men," Oskar Blues Brewery in Longmont recommends "Beer America" – an online TV show trailer and celebration of all things craft beer.

Check out the 8-minute, 28-second trailer video at <http://studios121.com/beer-america/>.

The Warren Miller Entertainment-produced show is actually eight, one-hour episodes that feature six different breweries in six different regions of the United States.

The premise? See if you can pick the brew that just might win big at the Great American Beer Festival in Denver, this year slated for Oct. 11-13.

The story is billed as one that follows the shenanigans of each brewery's "brew crew." Just recently, it started picking up traction online after Oskar Blues started promoting the involvement of company founder Dale Katchis.

No word on when the video is expected to get picked up by national television.

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# Growth opportunities knocking in Longmont

BY DOUG STORUM

dstorum@bcbcr.com

**LONGMONT**—Brad Power, economic director for the city of Longmont, and Allen Ginsborg, a principal of the company that recently bought the struggling Twins Peak Mall, provided positive vibes as they talked about redevelopment and growth opportunities in Longmont.

Power and Ginsborg addressed a record-crowd of 250 people attending the Longmont Area Economic Council's Investors Series Breakfast on March 8. Both of their presentations — Power's on redeveloping the site vacated by Butterball LLC, and Ginsborg's on resurrecting the struggling mall — we're filled with optimism while pointing out the challenges. Neither project is far enough along in the process to provide specific details, they said.

## PUBLIC INPUT

The city of Longmont will conduct a public input session on the First and Main Station, a transit revitalization plan, from 6 to 8 p.m., Monday, March 19, at the Longmont Library, rooms A and B, 409 Fourth Ave., Longmont.

Power said the city is open to a variety of land uses for the area called The First and Main Station that includes the Butterball site, six parcels covering about 27 acres.

The area, a circle with a quarter-mile radius with First and Main streets at its center, has historic downtown to the north, and the St. Vrain River corridor to the south. And east of the area, stretching to the old sugar mill property, are about 500 acres of developable land.

"The 500 acres to the east could provide growth opportunities," he said.

Power said the redevelopment of the First and Main area could take 10 to 25 years and how much of a role the city plays would be discussed at an upcoming city council retreat.

He said the city is compiling feedback from the public on what it would like to see done in the area. Power envisions the area could be connected to downtown and the river corridor.

"It could be weaved into the Main Street district and made walkable," he said.

Butterball officials are shopping its property around. Power said land uses could "run the gamut" from transit/residential to light industrial and business. He also said multiple land owners could make the redevelopment process more difficult. Power said he has ongoing discussions with Butterball officials and interested brokers, but deals have not yet been struck.

Power, answering a question from the audience, said the city is not considering condemnation of the area to have more control of its redevelopment.

Also making redevelopment plans more difficult is the uncertainty of the future of the Regional Transportation District's plan to build a commuter rail and rapid bus system that would connect Longmont with Boulder, Broomfield, Westminster and Union Station in Denver. The First and Main site would make an ideal hub because the Burlington Northern & Santa Fe Railway runs through it.

Ginsborg and partner Sandy Sigel formed NMMS Twin Peaks LLC to buy the 550,000-square-foot mall in February for \$8.5 million, a fraction of what the mall's prior owner owed its creditor. Newmark Merrill

Mountain States had been managing the mall since October 2010 on behalf of the Panattoni Co. Panattoni purchased the mall in 2007 for a reported \$33.6 million, but the company fell behind on its loan payments. Bank of America started foreclosure proceedings in August, when the mall's owners owed a balance of \$26.5 million, but Ginsborg and Sigel stepped in before the sale to make the purchase.

Ginsborg said Newmark Merrill Mountain States is in the process of collecting public input and talking with potential tenants. He hopes to submit plans to the city by mid-summer. Power

said the city will do its best to help facilitate the mall's resurrection.

"Right now the mall is not covering its operating costs," Ginsborg said, alluding to the need to act as fast as possible. "This is the riskiest most worthwhile project of our (partners) careers," he said. "And we want to do it right."

Ginsborg said the redevelopment of the mall could take years and likely will happen in incremental changes. He also said tenants that sign on will have a big say in what the mall becomes.

Whether it will be an indoor or outdoor mall has not been decided, Ginsborg said, responding to a question from the audience.

## There is more than one way to boost your BOTTOM LINE

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When renovating, the ethic is to restore rather than demolish

10 for Change is a group of over 100 Boulder businesses committed to reducing their energy use by 10%. Join the conversation.

[www.10forChange.net](http://www.10forChange.net)

(Above) Laurel McKown, Purchasing Executive

**10 FOR  
CHANGE**  
A new climate for business

The City of Boulder is working to reduce its greenhouse gas emissions. The Climate Action Plan tax, which funds 10 for Change and other innovative Boulder programs, helps us get there. 10 for Change is also funded by member sponsorships and managed by the City of Boulder's Local Environmental Action Division (LEAD). 10 for Change is endorsed by the Boulder Chamber, Downtown Boulder Inc., and the Boulder Independent Business Alliance (BIBA). Founding members: Hogan Lovells, Clean Tech Solutions, City of Boulder.

# Micron's expansion in Longmont will add jobs

BY MICHAEL DAVIDSON

mdavidson@bcbcr.com

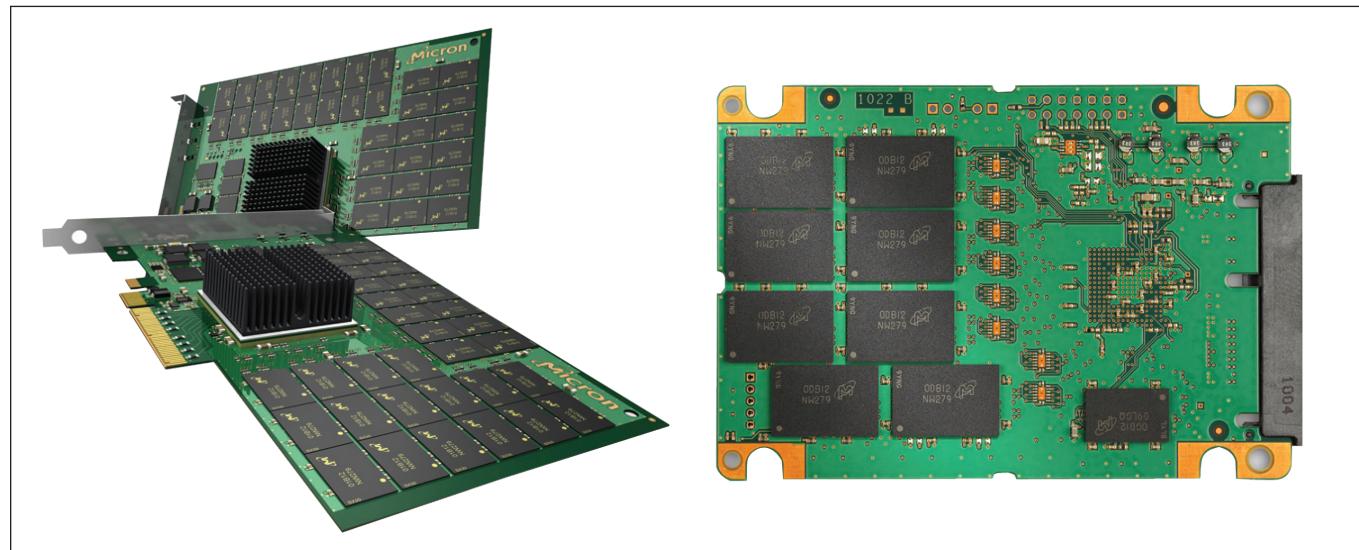
LONGMONT — Micron Technology Inc., a developer and manufacturer of data-storage chips and semiconductor technology, is proposing to create a new engineering and design center in Longmont as part of ongoing growth expected to add between 150 and 175 new jobs.

Micron primarily will be hiring engineers working on solid-state drive technology and will pay "well above" the \$25.65 hourly minimum required to receive incentives, according to the incentive package worked out between the company and the city. Longmont City Council approved the package March 6.

Micron, a Boise, Idaho-based company (Nasdaq: MU), will be moving into a 43,000-square-foot space at 1900 Pike Road. Micron employs about 137 people in Longmont at 2602 Clover Basin Drive, where it has had a facility since 2009. Micron will keep its office in the existing facility, according to the city council memo.

The building at 1900 Pike Road is owned by Circle Capital Partners and is part of the Campus at Longmont.

The new facility is a big investment for Micron, according to Longmont



COURTESY MICRON TECHNOLOGY INC.

Micron Technology Inc. plans to create an engineering and design center in Longmont to advance the development of solid-state drive technology, such as these circuit boards. The Boise, Idaho-based company will be moving into a 43,000-square-foot space at 1900 Pike Road.

officials.

"It's a pretty significant retrofit," Longmont Area Economic Council president and CEO John Cody said. The retrofit is expected to cost about \$5.4 million, according to a letter from the company to Longmont's economic development department.

Micron will receive a 100 percent rebate on development fees and taxes, which could be worth \$86,200.

The new hires are expected to be made by the end of August, the letter said. Micron has been adding staff throughout 2011 and expects to have about 225 staff in Longmont when it is through hiring.

Micron has been in Longmont since it acquired DisplayTech Inc., which manufactured electronic view-finder displays for digital cameras and camcorders. It had sales in the 2011

fiscal year of \$8.7 billion.

While Longmont officials were eager to help put together an incentive package, it didn't take a lot of wooing to persuade Micron to open its facility in Longmont, Cody said.

"Once they decided to move into this market it was a logical choice," he said, citing the wealth of experienced engineers specializing in data storage that live around Longmont.

## BUSINESS REPORT LIST

### UTILITY COMPANIES

(Companies serving Boulder and Broomfield counties ranked by revenue.)

RANK Prev. rank	Company Address Phone/Fax	Revenue 2011 Revenue 2010	Percent of business: electric Percent of business: gas	Customer breakdown: commercial residential	Service area	Total local customers No. of commercial customers No. of residential customers	Public or private	Person in charge Website
1 2011 Rank: 1	XCEL ENERGY INC. 1225 17th St. Denver, CO 80202 303-245-2254/303-245-2292	\$10,654,770,000 \$10,310,947,000	53% 47%	12% 88%	Portions of Boulder and Broomfield counties	284,237 31,566 252,671	Public	David Eves, President and CEO <a href="http://www.xcelenergy.com">www.xcelenergy.com</a>
2 2011 Rank: 2	UNITED POWER INC. 500 Cooperative Way Brighton, CO 80603 303-659-0551/303-659-2172	\$140,389,000 \$134,783,960	100% 0%	12% 88%	Northern Front Range and Foothills	69,000 meters N/A N/A	Private, member-owned cooperative	Ronald D. Asche, CEO Robert D. Broderick, Chief Executive Officer <a href="http://www.unitedpower.com">www.unitedpower.com</a>
3 2011 Rank: 3	LONGMONT POWER & COMMUNICATIONS 1100 S. Sherman St. Longmont, CO 80504 303-651-8386/303-651-8796	\$54,900,000 \$50,400,000	100% 0%	9% 91%	Longmont, part of Lyons	36,683 2,620 34,053	Nonprofit	Tom Roiniotis, Director <a href="http://www.ci.longmont.co.us/lpc">www.ci.longmont.co.us/lpc</a>
4 2011 Rank: 4	TOWN OF LYONS 432 Fifth Ave. Lyons, CO 80540 303-823-6622/303-823-8257	\$1,100,000 \$1,061,834	100% 0%	11% 87%	Lyons	1,093 946 121	Public	Victoria Simonsen, Town Administrator <a href="http://www.townoflyons.com">www.townoflyons.com</a>

Researched by Beth Edwards

1 Estimated for 2011.

Source: Business Report Survey

### Introducing the all new 2012 Porsche 911 GT3, Panamera 4S and Cayenne



#### 2012 Porsche 911 GT3

2012 Porsche 911 GT3 Lease

**\$1379** /month  
36mos

36 month lease, plus tax  
7500 miles per year.  
MSRP \$110,830  
\$5,000 down plus 1st payment,  
tax title and D&H. Stk# 39540  
Expires 2.29.2012

#### 2012 Porsche Panamera 4s

2012 Porsche Panamera 4s Lease

**\$1379**/month  
36mos

36 month lease, plus tax  
12,000 miles per year.  
MSRP \$111,005  
\$5,000 down plus 1st payment,  
tax title & D&H. Stk#39887  
Expires 2.29.2012

#### 2012 Porsche Cayenne

2012 Porsche Cayenne Lease

**\$1149** /month  
36mos

36 month lease, plus tax  
12,000 miles per year.  
MSRP \$76,320  
\$5,000 down plus 1st payment,  
tax title & D&H. Stk#39757  
Expires 2.29.2012



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Saturday: 8:00AM - 7:00PM

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observance of all traffic laws at all times.  
Optional equipment shown is extra.



PORSCHE

FOCUS: GOVERNMENT COMPLIANCE

# Top things to know about ADA standards

With a March 15 compliance date just passing, businesses are required to implement the Department of Justice's revised regulations for fulfilling the Americans with Disabilities Act.

There is wide-spread confusion and concern regarding some of the new standards. The Rocky Mountain ADA Center in Colorado Springs, which provides information on the ADA to individuals and organizations in Colorado, Montana, North Dakota, South Dakota, Utah and Wyoming, has compiled a list of the top five questions that local businesses are asking about the new regulations.

The revised rules, which include the 2010 Standards for Accessible Design (2010 Standards), were adopted by the DOJ on Sept. 15, 2010, and went into effect on March 15, 2011. Beginning on March 15 of this year, all state and local government entities and privately owned places of accommodation such as restaurants, hotels, hospitals, stores, factories and warehouses are required to comply with the new regulations.

"There has been a lot of misinformation and confusion out there; March 15 is not a deadline; if anything,

**There has been a lot of misinformation and confusion out there; March 15 is not a deadline; if anything, it should be viewed as a starting point to building an accessible future for the more than 54 million Americans with disabilities.**

Jana Burke  
DIRECTOR,  
ROCKY MOUNTAIN ADA CENTER

it should be viewed as a starting point to building an accessible future for the more than 54 million Americans with disabilities," said Jana Burke, the director of the Rocky Mountain ADA Center. March 15 was designated by the DOJ as the compliance date where all government and business must begin using the 2010 ADA Standards when doing new construction or making alterations to existing facilities — making them the new accessibility standards of the land."

Despite this, Burke said myths regarding the compliance date persist. The top five questions the Rocky Mountain ADA Center has received from businesses in the region include:

**Is March 15, 2012 a deadline or starting point for existing facilities?**

The reality is that existing facilities should already be in compliance with the 1991 Standards.

If they are, a safe harbor provision is applied on an element-by-element basis to these existing facilities and does not require them to be brought into compliance with the 2010 Standards until those elements are scheduled for alteration

If an existing facility is not in compliance, it needs to make March 15, 2012 the date to commit to using the 2010 Standards to make its facility fully accessible for people with disabilities.

**Are regulations for the recreation industry new?**

Yes. For the first time since the passage of the ADA more than 20 years ago, there are now accessibility standards specific to the unique features of recreation facilities. All new construction of recreation facilities must begin using the new standards.

Because there weren't any requirements of recreation facilities included in the 1991 Standards, they are not subject to safe harbor, meaning existing business facilities must remove architectural barriers to meet compliance when it is readily achievable to do so, or in other words, easily accomplished without much difficulty or expense.

Recreation facilities outlined in the 2010 Standards include swimming pools, amusement parks, play areas, exercise machines, miniature golf facilities, recreational boating facilities and bowling alleys.

**Do I need to have pool lifts by March 15, 2012?**

For the first time, the 2010 Standards set minimum requirements

► See **ADA, 23Aw**



## GREEN BUILDING AWARDS

The deadline for entering is April 6.

The Boulder County Business Report and the Colorado Green Building Guild have teamed up to present the inaugural Boulder Valley Green Building Awards.



This competition recognizes building owners and professionals who are leaders in making green building a common practice in the Boulder Valley. Awards will be presented in eight categories, including:

- The Best Green Restaurant, Coffee Shop or Eatery
- The Best Green Commercial Retrofit or Remodel
- The Best Green Residential Retrofit or Remodel
- The Best Green Retail or Store Front
- The Best Green Commercial Alternative Energy Building
- The Best Green Apartment or Multifamily Building
- The Best New Green Home
- The Best Green Open Category Award (different building type than above or other product or service business).

BOULDER COUNTY  
**BUSINESS  
REPORT**

An overview of the finalists will appear in the Boulder County Business Report May 11 issue and awards will be presented at BCBR's annual Green Summit in late May.



To nominate a building go to the Events section of **WWW.BCBR.com** or visit **WWW.BGBG.org** by April 6.

# BUSINESS REPORT LIST | CLEAN-TECH COMPANIES

(Solar, wind and geothermal companies in Boulder and Broomfield counties ranked by revenue.\*)

RANK Prev. rank	Company	Revenue 2011 Revenue 2010	Regional employees Companywide employees	Products/Services	Person in charge Year founded Website
1 2011 Rank: NR	SIEMENS ENERGY INC. 1050 Walnut St. Boulder, CO 80302 303-895-2100	\$103,406,060,000 \$102,900,000,000	60 405,000	Service a wide array of products from three major businesses: industry (transportation, building, water treatment and lighting); energy (fossil fuel, renewable energy, power transmission and distribution); and healthcare (imaging and diagnostics).	Peter Loscher, CEO, President Gerhard Cromme, Chairman 1847 <a href="http://www.usa.siemens.com">www.usa.siemens.com</a>
2 2011 Rank: 4	ALBEO TECHNOLOGIES INC. 2108 55th St., Ste 100 Boulder, CO 80301 720-407-4960/720-407-4965	\$10,577,000 \$7,000,000	35 35	Developer and marketer of patent-protected, white light-emitting diode (LED) lighting systems for industrial and commercial applications.	Jeff Bisberg, CEO 2004 <a href="http://www.albeotech.com">www.albeotech.com</a>
3 2011 Rank: 3	INDEPENDENT POWER SYSTEMS INC. 1501 Lee Hill Road, Suite 24 Boulder, CO 80304 303-443-0115/303-443-2173	\$7,900,000 \$7,800,000	30 15	Solar electric systems for homes, businesses, government agencies and nonprofits. Complete solar electric design and installation. Master electrician and professional engineer on staff.	Tony Boniface, Owner and Founder 1996 <a href="http://www.solarips.com">www.solarips.com</a>
4 2011 Rank: 5	ACCENT ELECTRICAL SERVICES CORP. 7223 W. 118th Place, Unit L Broomfield, CO 80020 303-466-8966/303-466-8955	\$5,400,000 \$4,200,000	40 40	Electrical contractor.	Donna S. Neddeau, President 2003 <a href="http://www.accentes.com">www.accentes.com</a>
5 2011 Rank: NR	COLORADO CENTER FOR BIOREFINING AND BIOFUELS (C2B2) 523 UCB, University of Colorado Boulder, CO 80309 303-492-7736/303-492-7479	\$1,500,000 \$1,000,000	5 N/A	A cooperative research and educational center devoted to the conversion of biomass to fuels and other products. Research emphasizes sustainable feedstocks and processes for alternative energy.	Alan Weimer, Executive Director 2007 <a href="http://www.C2B2web.org">www.C2B2web.org</a>
6 2011 Rank: 6	CUSTOM SOLAR LLC 2840 Wilderness Place, Suite F Boulder, CO 80301 303-859-8597/303-379-6543	\$1,200,000 \$914,724	12 12	Commercial, residential and municipal solar electric (PV) and solar thermal engineering, design and installation.	Richele Mein, Owner Willie Mein, Owner / Manager 2008 <a href="http://www.CustomSolar.us">www.CustomSolar.us</a>
7 2011 Rank: 8	HOMER ENERGY 2334 Broadway, Suite B Boulder, CO 80304 720-565-4046	\$485,973 \$437,145	9 11	Software and consulting for hybrid renewable power systems.	Peter Lilienthal, CEO 2009 <a href="http://www.homerenergy.com">www.homerenergy.com</a>
8 2011 Rank: NR	COOL ENERGY INC. 5541 Central Ave., Suite 172 Boulder, CO 80301 303-442-2121/303-442-0820	\$100,000 N/A	8 8	Development of combined heat and power systems and waste heat recovery to power systems.	Sam Weaver, President 2006 <a href="http://www.coolenergyinc.com">www.coolenergyinc.com</a>
9 2011 Rank: NR	SIMPLE ENERGY INC. 1731 15th St., Suite 200 Boulder, CO 80302 303-518-9971	\$99,000 N/A	7 7	Leverages the power of social networks and game mechanics to motivate people to save energy.	Yoav Lurie, Founder and CEO Justin Segall, Founder and EVP 2010 <a href="http://www.Utilities.SimpleEnergy.com">www.Utilities.SimpleEnergy.com</a>
10 2011 Rank: 11	NAMASTE SOLAR 4571 Broadway Boulder, CO 80304 303-447-0300/303-443-8855	N/A N/A	90 N/A	Provides solar electric systems to homes, businesses and nonprofits in Colorado and beyond.	Blake Jones, CEO, President 2005 <a href="http://www.namastesolar.com">www.namastesolar.com</a>
11 2011 Rank: 12	RENEWABLE CHOICE ENERGY INC. 2500 55th St., Suite 210 Boulder, CO 80301 877-810-8670/253-679-8610	N/A N/A	40 40	Provides greenhouse gas inventories and energy efficiency consulting, wind power, carbon offsets and other clean technology solutions for businesses and homes.	Quayle Hodek, CEO 2001 <a href="http://www.renewablechoice.com">www.renewablechoice.com</a>
12 2011 Rank: 2	LIGHHOUSE SOLAR 3550 Frontier Ave. Boulder, CO 80301 303-638-4562/303-449-5540	N/A \$13,650,000	35 35	Designs, sells, installs, finances and maintains solar systems for residential, commercial and municipal clients.	Scott Franklin, President, CEO 2006 <a href="http://www.lighthousesolar.com">www.lighthousesolar.com</a>
13 2011 Rank: 13	POWER TAGGING INC. 5425 Airport Blvd. Boulder, CO 80301 303-385-1700/303-385-1799	N/A N/A	30 30	Designs and builds sensors used in meters that track energy use and transmit data over an electric company's power grid.	John LoPorto, CEO, President 2008 <a href="http://www.powertagging.com">www.powertagging.com</a>
14 2011 Rank: 15	SUNDROP FUELS INC. 2410 Trade Center Ave. Longmont, CO 80503 720-890-6501	N/A N/A	30 N/A	Uses biomass and natural gas to produce bio-based gasoline.	Wayne Simmons, CEO 2006 <a href="http://www.sundropfuels.com">www.sundropfuels.com</a>
15 2011 Rank: 16	KREUTZMAN CONSTRUCTION INC. 75 Waneka Parkway Lafayette, CO 80026 720-880-6800/720-880-6730	N/A N/A	28 28	Provides commercial and residential property owners with renewable energy installation, project management, design solutions, maintenance and customer service.	Dave Kreutzman, President 1986 <a href="http://www.kreutzman.com">www.kreutzman.com</a>
16 2011 Rank: NR	POPULUS LLC 1722 14th St., Suite 210 Boulder, CO 80302 303-325-7650/303-544-6050	N/A N/A	22 22	Demand side management services for utilities and municipalities, residential energy efficiency and sustainability consulting	Laura Hutchings, Principal, CEO 2006 <a href="http://www.popboulder.com">www.popboulder.com</a>
17 2011 Rank: NR	COMVERGE INC. 11001 W. 120th Ave., Suite 240 Broomfield, CO 80021 888-565-5525/770-696-7665	N/A \$119,000,000	20 562	Leading provider of intelligent energy management/demand response solutions for residential, commercial and industrial customers.	Blake Young, CEO, President 1980 <a href="http://www.comverge.com">www.comverge.com</a>
18 2011 Rank: 18	BELLA ENERGY INC. 500 S. Arthur Ave., Suite 400 Louisville, CO 80027 303-665-2100/303-666-7467	N/A N/A	12 12	Specializes in all types of solar projects, solar electric, solar thermal, grid connect, off-grid, residential and commercial. Also offers small wind and energy analysis services.	Jim Welch, President 1982 <a href="http://www.bellaenergy.com">www.bellaenergy.com</a>
19 2011 Rank: 17	BLUE VALLEY ENERGY LLC 135 Gay St., Suite E Longmont, CO 80501 303-993-2645/303-993-2754	N/A N/A	10 10	Markets, sells, designs and installs new cost-effective, high-efficiency energy systems for heating, cooling and hot water in residential and small commercial buildings.	Monte Schmidt, President Brandon Schmidt, Director of Operations 2001 <a href="http://www.bluevalleyenergy.com">www.bluevalleyenergy.com</a>
20 2011 Rank: NR	TUSAAR INC. 1376 Miners Drive, Suite 101 Lafayette, CO 80026 970-291-1079	N/A N/A	5 5	Developing media-based technology to sequester polluting and valuable metals from industrial or mining process and waste streams and from acid mine drainage.	Gautam Khanna, CEO, Founder 2009 <a href="http://www.tusaar.com">www.tusaar.com</a>
21 2011 Rank: NR	GENESIS BIOFUEL INC. 4845 Pearl East Circle, Suite 101 Boulder, CO 80301 303-376-6221/303-926-5373	N/A N/A	4 N/A	Builds refineries that sequester carbon dioxide and use it to produce renewable energy products.	Harvey Dorren, CEO, President 2009 <a href="http://www.genesis-biofuel.com">www.genesis-biofuel.com</a>
22 2011 Rank: NR	POROUS POWER TECHNOLOGIES LLC 2765 Dagny Way, Suite 200 Lafayette, CO 80026 720-890-4888	N/A N/A	4 12	Microporous separator membranes for high-performance lithium-ion batteries, filtration and waterproof breathable barrier fabrics.	Timothy Feaver, CEO, President 2006 <a href="http://www.porouspower.com">www.porouspower.com</a>
23 2011 Rank: NR	A2BE CARBON CAPTURE LLC 2301 Panorama Ave. Boulder, CO 80304 303-541-9112	N/A N/A	3 N/A	Consulting, standards development and hardware engineering for the emerging algal biomass industry.	Jim Sears, Chief Technology Officer 2007 <a href="http://www.algaeatwork.com">www.algaeatwork.com</a>

N/A: Not available. If your company should be on this list, please request a survey by e-mailing [research@bcbcr.com](mailto:research@bcbcr.com) or calling our research department at 303-440-4950. \*Secondary ranking criteria is number of employees.

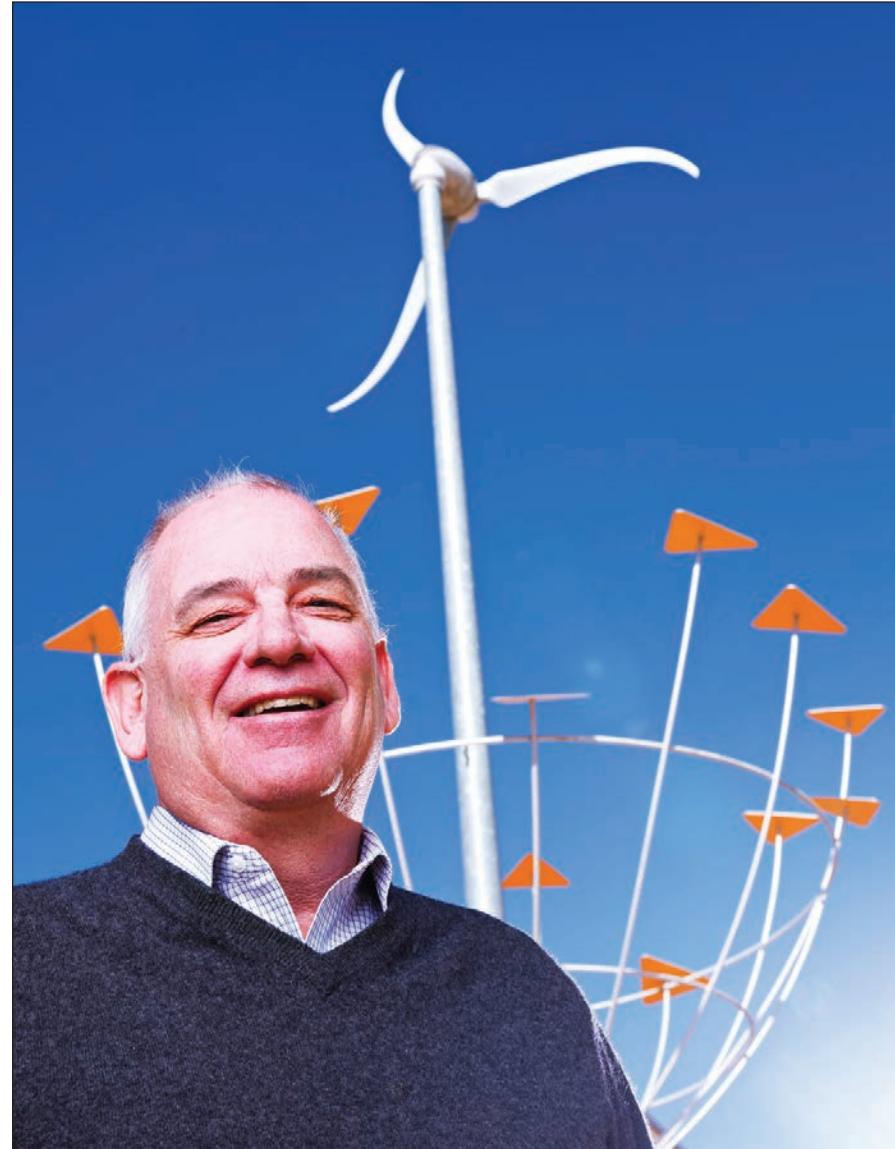
Researched by Beth Edwards

Source: Business Report Survey

# CLEAN TECHNOLOGY

FOCUS: WIND ENERGY

## 'Mini' wind turbine market grows



JONATHAN CASTNER

Scott Brown, chief executive of Southwest Windpower Inc., stands in front of a "mini" wind turbine his Broomfield-based company installed at the Twenty Ninth Street retail district in Boulder. Southwest Windpower's clientele historically has been homeowners and commercial property owners in isolated areas far from other power sources or people who have decided to "go off the grid."

*Southwest Windpower in Broomfield plans to tap into international demand*

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

BROOMFIELD — Just because you're small doesn't mean you can't benefit from hanging around the big guys.

That is one of the reasons why Southwest Windpower Inc., has relocated its headquarters and opened a new research, testing and sales center in Broomfield.

The 25-year old company came to Broomfield because it gives it greater access to talented engineers, marketers and sales staff, CEO Scott Brown said. The area's concentration of intellectual talent and support for clean technology made the location a fit, Brown said.

"There's a very capable group of people around here," Brown said.

While the Boulder Valley is home to many facilities operated by wind companies such as Vestas and the National Renewable Energy Laboratory's National Wind Technology Center, Southwest Windpower is something new — and much, much smaller.

The largest turbine Southwest Windpower manufactures is 3,000 watts. A full-scale system is on display in the lobby of the company's new office in Interlocken.

Turbines found in utility-scale wind farms are generally 1.5 mega-

### SOUTHWEST WINDPOWER

can produce between 10,000 to 12,000 turbines per year, and more than 170,000 generators have been sold since the company launched 25 years ago.

watts and larger.

Southwest Windpower turbines will soon take their place beside their much larger cousins at the NWTC outside Boulder, but area residents wanting a close-up view of one of the company's turbines can find one at the Twenty Ninth Street retail district in Boulder.

Southwest Windpower's clientele historically has been homeowners and commercial property owners in isolated areas far from other power sources or people who have decided to "go off the grid." It also has a lucrative market in building turbines for sailboats, offshore platforms and remote telecom towers and drilling rigs.

While the turbines are comparatively small, the market is growing. According to an industry analysis from the American Wind Energy Associa-

► See Wind, 13A

## Wind energy industry awaits fate of tax credit

BY MICHAEL DAVIDSON

mdavidson@bcbr.com

BOULDER — A tax credit vital to the wind energy industry remains likely to be passed this year with bipartisan support, but Washington politics means it is unlikely to be enacted until the end of the year, one of the industry's leading policy experts said Thursday evening.

Robert Gramlich, the American Wind Energy Association's senior vice president of public policy, outlined some of the major policy and political issues facing the wind power industry at an event hosted by Silicon Flatirons at the University of Colorado.

The fate of the production tax credit, which provides an income

tax credit of 2.2 cents per kilowatt-hour for the production of electricity from utility-scale wind turbines,

has been a major issue for the wind industry. The credit is set to expire Dec. 31, and until it is passed many developers are not planning projects or purchasing equipment.

The haggling over tax credits has long been a fact of life for wind industry veterans, Gramlich said. The credit, created in 1992, has been extended several times, and



Gramlich

the average date the extension is passed is Dec. 24, he said.

Gramlich is confident the credit will be extended again, and he noted it has bipartisan support in both houses of Congress. But the industry would like to see it passed soon so projects can be planned for 2013 and beyond, and also would like to see a multiyear extension.

Despite uncertainty over the credit and persistent issues over policies affecting project sites and transmission lines, the industry is healthy, Gramlich said. About 35 percent of new electricity generation capacity added over the past four years has been wind power, and about 75,000 people are work-

ing in wind or related industries, he said.

Wind power is cheaper than electricity generated from coal, although natural gas remains a less expensive energy source, he said. Natural gas and wind will be the two key components of the U.S. energy mix going forward, he said.

"This industry has as bright a mid-term and long-term future as any," Gramlich said.

The industry's growth means it has moved from an alternative energy source to a conventional one, and that has political and public relations consequences.

"It means we get a little less sympathy from everyone," Gramlich said.

# First occupants arrive at CU's biotech building

BY BUSINESS REPORT STAFF

news@bcbcr.com

BOULDER — Some researchers and faculty members have begun moving into the University of Colorado's new 330,000-square-foot biotechnology building on its East Campus in Boulder.

The Jennie Smoly Caruthers Biotechnology Building is expected to be fully occupied by June.

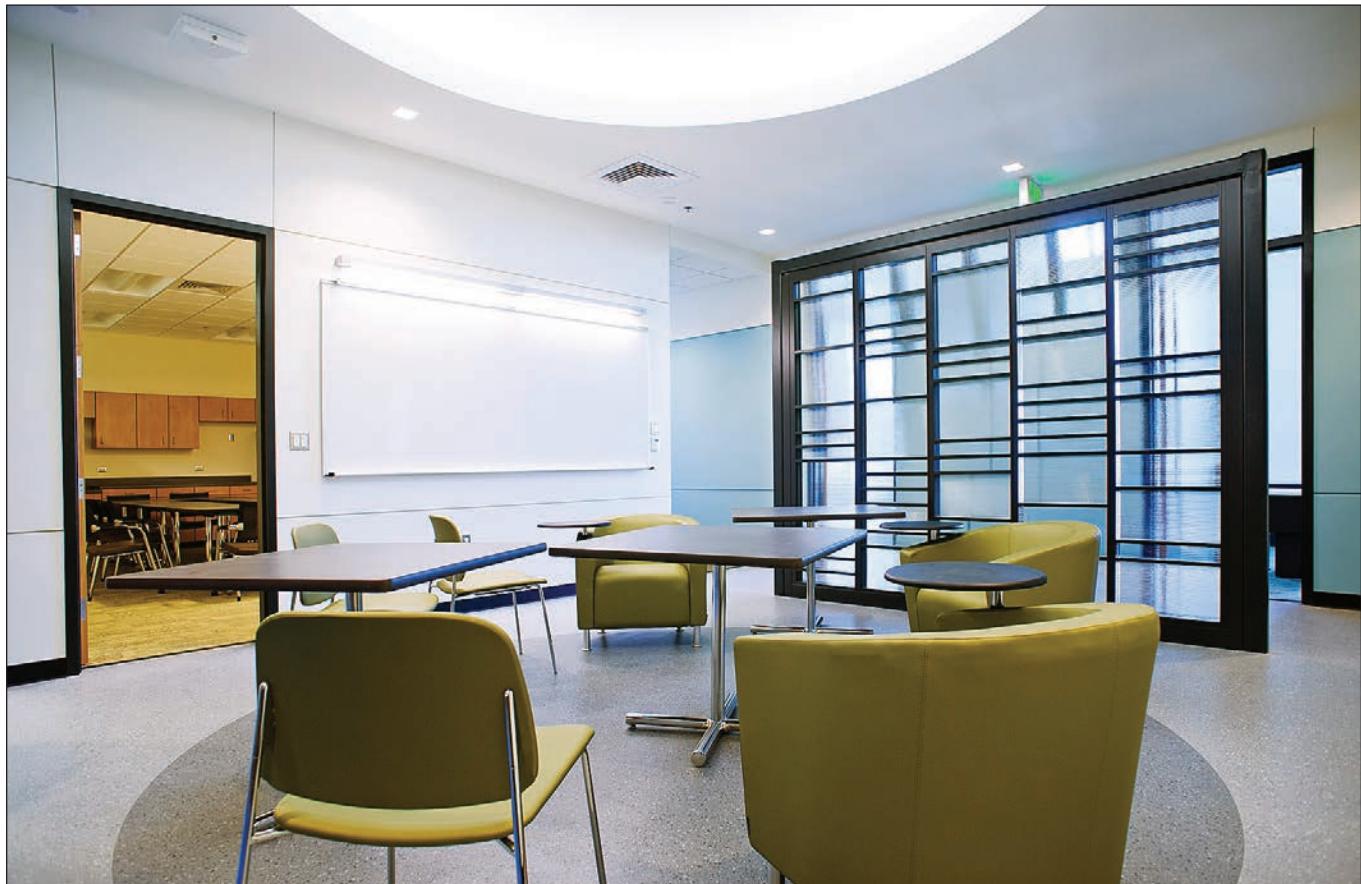
It will home to the BioFrontiers Institute headed by Nobel Prize winner Tom Cech, the Department of Chemical and Biological Engineering and the Division of Biochemistry.

The \$165 million project has taken two and one-half years to build and was constructed by J E Dunn to meet LEEDS Platinum status.

The institute will provide "core facilities" with advanced instruments that companies can use for a fee to conduct research, Cech said. That will make costly technology such as genome sequencers available to startups that otherwise could not afford it.

Sharing facilities with private companies will make the Biofrontiers Institute unique in Colorado, as CU's new Anschutz Medical Campus in Aurora lacks similar facilities, Cech said.

The institute also is working with



JONATHAN CASTNER

Lounge/work areas are located close to labs and classrooms.

the CU Leeds School of Business to help students going into business develop an understanding of biosci-

ence and how the industry works.

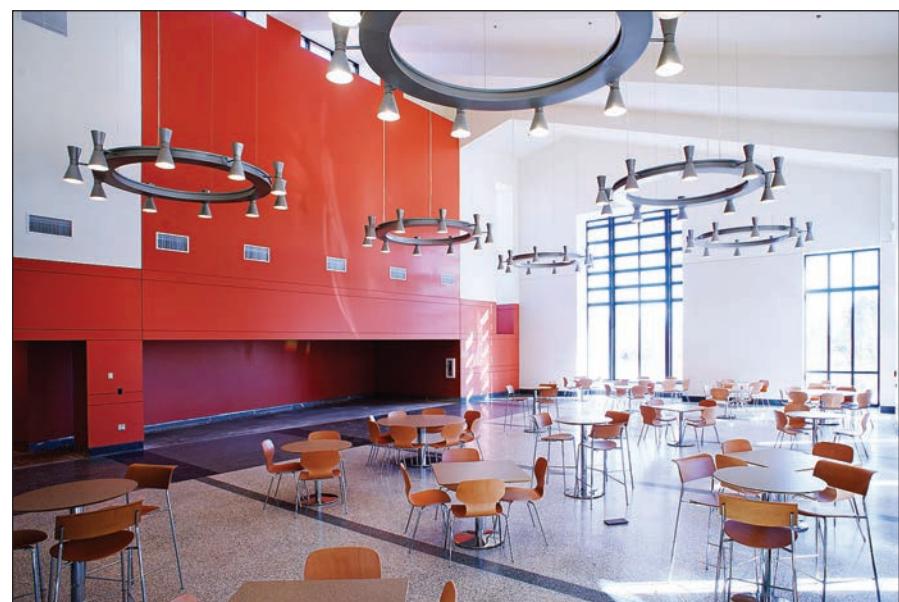
J E Dunn Construction with a

tractor, and New York-based Robert A.M. Stern Architects was the interior designer.



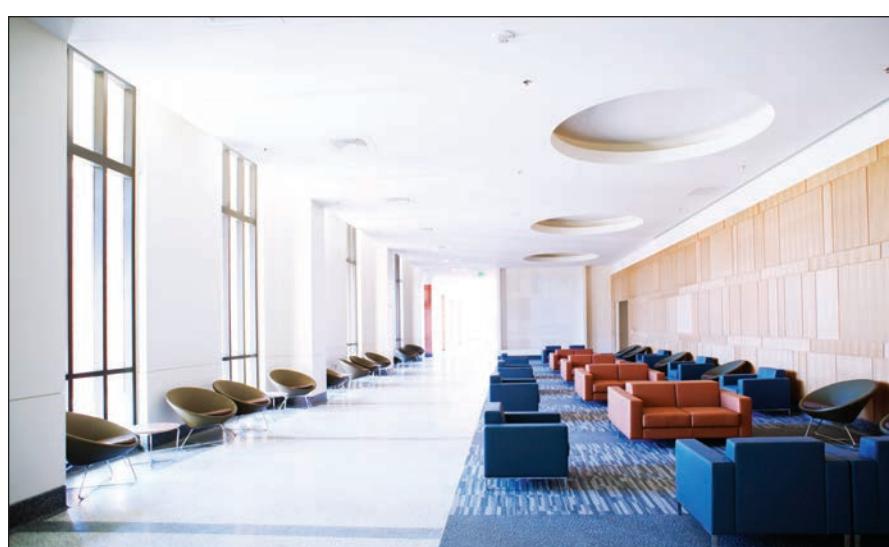
JONATHAN CASTNER

The building houses several large laboratories furnished with cutting-edge equipment.



JONATHAN CASTNER

Student study areas are exposed to natural sunlight.



JONATHAN CASTNER

High ceilings and ample sunlight accentuate long hallways and study areas.



JONATHAN CASTNER

A view from wide stairwells. The building has three stories on the north side and four stories on the south.

# Longmont wants sit-down with RTD

**BETH POTTER**

bpotter@bcbcr.com

LONGMONT — Gabe Santos, mayor pro-tem of Longmont, is calling on RTD officials to come to Longmont to talk about new FasTrack plans that focus on bus service and put off building a Northwest Rail Line from Denver to Longmont.

Regional Transportation District officials discussed the new plan March 5 at a meeting in Denver at which Santos spoke. In the new plan, RTD would build the Northwest Rail Line to Church Ranch Boulevard in Westminster by the 2020-to-2022 time frame. RTD now expects to make a decision between the new plan and three previously presented options at a meeting scheduled for Tuesday, March 20, according to RTD spokesman Scott Reed.

Voters in 2004 approved a 0.4 percent tax for 119 miles of new rail line to be built along nine corridors in the Denver metro area, including the Northwest Rail Line. The Northwest Rail Line ultimately would connect Denver's Union Station to Longmont and go through Westminster, Broomfield, Louisville and Boulder on some new rail and on some existing tracks owned by the Burlington Northern & Santa Fe Railway.

"It's unfortunate that the voters, including myself, were promised that rail would come to Longmont, and now that promise is broken by RTD," Santos said. "Right now I don't see RTD as very trustworthy."

Since the original vote, sales-tax

revenue has dropped and construction costs have gone up, putting a \$1.7 billion price tag on the project, according to RTD. In the new plan, there would be no specific time frame to finish the Northwest Rail Line,



other than when money becomes available, Phil Washington, RTD general manager, said Monday.

RTD board members may ask voters in November to approve a new 0.4 percent tax to help pay to finish the FasTracks projects. That decision may be made on March 20 as well, Reed said.

Santos said he asked RTD board chairman Lee Kemp at the meeting March 5 to come to Longmont to discuss the new plan, and Kemp nodded his head affirmatively.

Some bus service from Longmont to Denver would be in place by 2015,

Reed said. A complete bus transit system — including 80 miles of dedicated lanes — would be in place by 2020.

An estimated \$350 million to \$450 million to continue from Church Ranch Boulevard to Long-

**“It’s unfortunate that the voters, including myself, were promised that rail would come to Longmont, and now that promise is broken by RTD. Right now I don’t see RTD as very trustworthy.”**

**Gabe Santos**

MAYOR PRO-TEM,  
LONGMONT

mont would come from the existing 0.4 percent tax approved by the voters in 2004.

"The opportunity to build rail in segments as the cost becomes more effective is key to us," Phil Washington, general manager of RTD, said in a press briefing.

The first segment of the Northwest Rail Line is under construction, and will run from Union Station in Denver to south Westminster, ending at 71st Avenue and Lowell Boulevard. The 6.2-mile segment is expected to be finished in 2016.

It would be unfair for Longmont

and the surrounding area not to get a commuter train line, since voters have been paying to fund the project, said Brian Bagley, a Longmont city council member.

"If other members of the RTD district have gotten their services and benefits, if we don't, what that basically means is, we're subsidizing everybody else's service," Bagley said. "That's just inherently unfair."

Many Longmont residents are upset about the issue, Bagley said.

"We've paid for a Ferrari, and now they want to give us a Ford Pinto. The problem is, even if we were to accept the Pinto, they can take it away at any time," Bagley said, speaking before the RTD meeting.

The three options the RTD board previously were expected to consider were:

Continuing with the Northwest Rail Line as part of the FasTracks package, with a projected completion date of 2024. This would require additional funding.

Continuing with the Northwest Rail Line with a projected completion date of 2024, but accelerating select capital projects and interim bus service for the Northwest Rail and U.S. 36 bus rapid transit corridor service areas. Once the rail line opened, the bus service would be redirected to the rail stations.

Removing the Northwest Rail Line from the FasTracks plan and committing remaining project funds — capped at \$894.6 million — for expanded/enhanced bus rapid transit in the Northwest corridor area.

## WIND from 11A

tion, a trade and lobbying group, the market for small wind turbines grew 26 percent in 2010, the last year for which the association has numbers. "Small wind" companies have seen revenue grow 12-fold in five years, and the cumulative installed capacity of turbines is 179 megawatts. About 144,000 small turbines have been deployed, the association determined.

Southwest Windpower can produce between 10,000 to 12,000 turbines per year, and more than 170,000 generators have been sold since the company launched, Brown said.

Southwest Windpower is one of the three largest companies in that market sector in terms of sales, according to AWEA. Venture capital firms Altira Group and Rockport Capital Partners have invested in Southwest Wind, as have "strategic partners" GE Financial Services and Chevron Energy.

The company plans to employ about 25 people in Broomfield, out of a worldwide workforce of about 75. Brown declined to disclose the company's revenue, but said it has a realistic shot at eclipsing \$50 million a year in the next three to five years. If

**“There are considerable sales all over Northern Colorado, into southern Wyoming and all over the state. The real issue with Boulder and Boulder County is their current height restrictions tend to be a little bit less than ideal for turbine production.”**

**John McDonald**

OWNER,  
MCDONALD SOLAR AND WIND INC.

that happens, the number of employees in Broomfield could grow to 50.

A key to Southwest Windpower's growth will be tapping into the international market for "distributed wind." The concept is pretty simple, Brown said. It's all about building the generating sources near consumers and skipping the need to build expensive transmission lines and power plants.

Building out power systems in developing countries has become prohibitively expensive, and their utilities and governments are finding it much more economical to build small microgrids to electrify remote areas.

That is the sweet spot Southwest

Windpower is trying to hit.

"If we can come up with a way that we can provide energy close to the cost of large-scale utilities, without the large infrastructure costs, that gives us an advantage," Brown said.

Southwest Windpower has proven its ability to handle such projects, installing microgrids on remote islands in the Indian Ocean. Islanders were able to install those projects without cranes, relying on pulleys and their own muscle to hoist the turbines into place.

While Southwest Windpower's focus will be overseas and on remote industrial sites, it does hope the move helps it sell into the residential market

close to its new home. There is, however, one challenge.

Southwest Windpower's turbines sell well throughout Colorado and Wyoming, especially on the eastern plains. But Boulder County has proven to be a challenging market, said John McDonald, the owner of McDonald Solar and Wind Inc., whose territory covers the area.

"There are considerable sales all over Northern Colorado, into southern Wyoming and all over the state," McDonald said. "The real issue with Boulder and Boulder County is their current height restrictions tend to be a little bit less than ideal for turbine production," McDonald said.

A turbine tower should be at least 45 feet and in a well-exposed site for the turbine to approach optimal performance, McDonald said. That's usually a nonstarter in urban areas like Boulder. People interested in building a turbine in rural parts of the county can receive variances to height restrictions that will allow them to build turbines up to 80 feet tall, according to the county land-use code, but it requires a site review.

## DRILLING from 1A

and other issues, before April 18.

"We hope to continue our cooperative efforts with local governments to ensure protection of public health and the environment while also avoiding a burdensome regulatory patchwork that could inhibit investment and energy production," Todd Hartman, a spokesman for the state Department of Natural Resources, said in an email statement.

Oil and gas drilling, and especially "fracking," has captured the public's attention recently for a variety of reasons, Hartman said.

While "fracking," or hydraulic fracturing, has been around for years, the process of injecting fluid into cracks in rocks and rock formations underground to allow more oil and gas to flow out of the formations has gotten more common, according to many in the industry. Some fear the fracturing of rocks may contaminate underground water supplies and affect air quality.

In addition, Weld County is home to hundreds of natural gas wells in the vast Wattenberg gas field, which has raised interest across the region, Hartman said. More operators seem to want to drill in more populated areas these days, drawing more public attention, he said. Even the 2010 documentary "Gasland" contributed to the public interest in the issue, he said.

A recent National Oceanic and Atmospheric Administration study shows that the town of Erie has levels of propane 10 times higher than cities such as Houston and Los Angeles. Propane can be associated with oil and gas drilling.

That has raised more public safety concerns, according to Erie officials and others in the region. Erie is located in both Boulder and Weld counties.

Some 985 approved wells are in Boulder and Broomfield counties, according to a Colorado Oil and Gas Conservation Commission database, which does not list specific addresses.

Oil and natural gas development in Colorado generated \$4.9 billion in economic activity last year and 22,912 jobs across the state, according to Helen Hankins, state director for the national Bureau of Land Management. Colorado has about 47,000 active oil and gas wells, Hartman said.

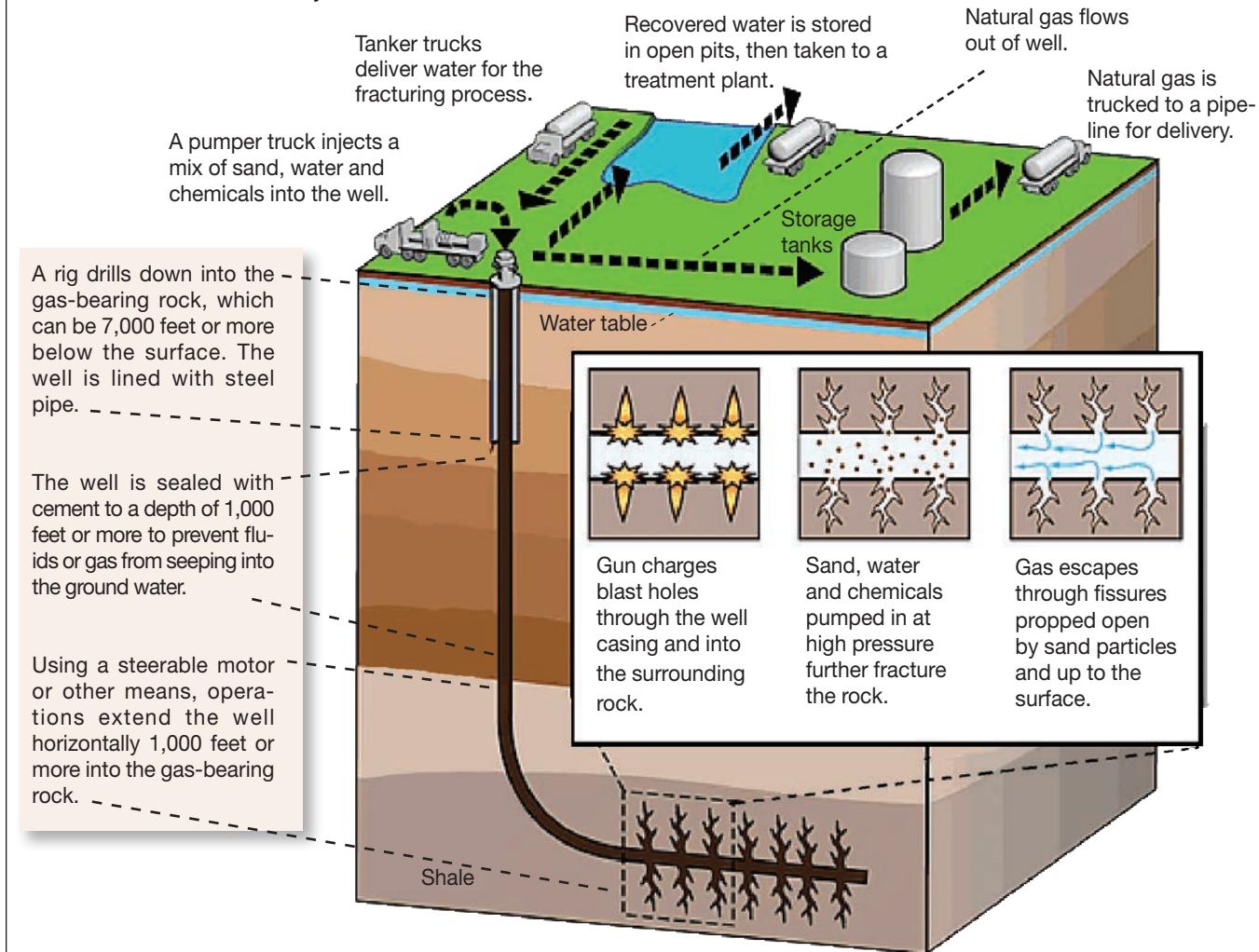
In unincorporated Boulder County, commissioners decided on a six-month moratorium, said Will Toor, county commissioner. Commissioners want to look at existing regulations with an eye to the potential for expanded oil and gas drilling in the county in the future, Toor said.

"Given the new technologies of horizontal drilling and hydraulic fracturing, we think there is a potential for expanded drilling in Boulder County with all of the impacts that come with that," Toor said. "We're concerned about the unanswered water quality and air quality questions that surround this."

In addition to the NOAA study

### Tapping the gas

Horizontal drilling and hydraulic fracturing have made it feasible to extract natural gas trapped in shale formations. Here's how they work.



Source: Chesapeake Energy

### GOV. JOHN HICKENLOOPER RECENTLY NAMED

**a 12-member task force to "clarify" the roles of state and local governments in drilling. The group is to present its findings to the state Legislature about setbacks, pollution and other issues, before April 18.**

about elevated air toxicity in Erie, there are studies that suggest significantly higher levels of methane emissions associated with drilling sites, Toor said.

"There's been a fair amount of conflict between local government and state agencies about how much authority the local government has," Toor said. "We would hope that the conclusion on a statewide level would be a stronger regulation of air and water quality."

Longmont senior planner Brien Schumacher echoed Toor's sentiments. Longmont put a 120-day moratorium in place in December and recently extended the moratorium by another 60 days, Schumacher said.

Longmont officials may offer incentives to operators who are willing to meet standards higher than the state's existing standards, Schumacher said.

Top Operating Co. of Lakewood, an operator in Longmont, said it's working with city officials on potential new requirements. The company has future plans to drill five at established sites in Longmont, including one at Sandstone Ranch open space and another near Union Reservoir.

"We continue to cooperate with

the city in answering questions and providing information for ... proposed regulations," said Rod Herring, a principal at Top. "We continue to meet with city staff and look forward to more cooperation with them."

About potential pollution issues from drilling, Herring said:

"I know we take every precaution we can to prevent escape of hydrocarbons into the air or on the ground."

New technology now makes new drilling profitable, said Murray Herring, another principal at the company, declining to put a dollars and cents estimate on when the equation changes for companies such as his. Top has owned mineral leases on the wells in question for 40 years, Murray Herring said.

In Erie, a new 180-day moratorium would not really affect Encana Oil & Gas Inc. operations, said Wendy Wiedenbeck, a spokeswoman for the company. Encana has multiple locations within Erie and Boulder County already approved at the state and municipal levels, Wiedenbeck said in a prepared statement.

"We've been operating in Erie for a long time, permits in hand, so the moratorium doesn't really affect us,"

### DRILLING MORATORIUMS

County and city governments in the Boulder Valley are mixed on placing moratoriums on oil and gas exploration and drilling.

Boulder – no plans for a moratorium  
Boulder County – six-month moratorium  
Broomfield – no plans for a moratorium  
Broomfield County – no plans for a moratorium  
Erie – expected to put a 180-day moratorium  
Lafayette – no current oil and gas drilling applications, no plans for a moratorium  
Louisville – no plans for a moratorium  
Longmont – moratorium for 120 days, plus a new 60-day moratorium  
Superior – no plans for a moratorium

Source: Officials in each government office

Wiedenbeck said.

Broomfield officials plan to follow the work of the new state task force closely to see what the group accomplishes, said Tami Yellico, Broomfield's deputy city and county attorney. Officials have discussed potential public safety issues such as potential surface and underground contamination and how to mitigate it, Yellico said. She pointed to added inspection requirements in Gunnison County as something the Broomfield governments may consider in the future.

Boulder, Lafayette, Louisville, Lyons and Superior are not discussing moratoriums, according to officials in those municipalities.

State officials issued 30 drilling permits in Boulder County in 2011,

► See Drilling, 15A

# Most banks moving in healthy direction

Banks locally and across the country are becoming healthier, according to the FDIC, the federal regulatory agency that insures them.

Nationally FDIC-insured institutions earned \$26.3 billion in the fourth quarter of 2011. Regionally, three local banks also looked good in a key ratio – the Tier 1 risk-based capital ratio, which measures bank healthiness. If a bank's Tier 1 capital ratio drops to 2 percent, the Federal Deposit Insurance Corp. shuts them down. If it's between 2 percent and 4 percent, regulators will scrutinize a bank until it manages to get more capital or goes under.

What that means, is that the higher number the bank has for its Tier 1 capital ratio, the better. At that measure, AMG National Trust Bank, with its corporate headquarters in Denver and its main office in Boulder, did the best locally, with a 17.81 percent Tier 1 capital ratio for the fourth quarter of 2011. Flatirons Bank in Boulder saw a Tier 1 capital ratio of 15.66 percent.

The struggling Mile High Banks, based in Longmont, saw its Tier 1 capital ratio improve by 0.25 percent to 2.92 percent.

Bank analyst Larry Martin was positive about Mile High Banks' improvement from the 2.67 percent

it recorded in the third quarter. Mile High Banks president Dan Allen did not return calls for comment. The FDIC does not comment on open and operating banks, its spokesperson Greg Hernandez has said in the past.

"It's a move in the right direction," Martin said. "Let's hope the positive news continues, and that we see further improvement in the first quarter of 2012."

## VC in Beaver Creek

Five local startup companies were invited to present their business plans to investors at the recent annual VC In the Rockies conference in Beaver Creek. About 300 companies across the country were chosen to meet with investors for some matchmaking and some skiing at the early March event.

No new funding has been forthcoming yet, but local entrepreneurs are upbeat about the exposure they received.

Flixmaster co-owner Erika Trautman said the video software company made some great contacts at the conference. Boulder-based Flixmaster

same thing."

It's a model that pays the bills with Gratz and site co-founder Andrew Murray working the business full time as well as paying several part-time employees.

While Gratz primarily forecasts, Murray designed and maintains the website, something that kept startup costs to about \$100 used for web space, Gratz said. Murray, also a trained meteorologist and ski buff, met Gratz at a tech conference last spring.

"We cover every single resort in the U.S. right now," said Murray, OpenSnow.com's chief technology officer. It's the personal interaction and local accuracy that keeps users coming back, he said. OpenSnow.com has an on-the-ground-meteorologist analyzing weather patterns and using per-

sonal experience in Colorado, Tahoe and the mid-Atlantic region, Murray said, and they hope to add more in coming months.

"Our goal for next year is to become the king of snow, the place to go for snow," Murray said.

The site boasts an "Ask the Meteorologist" feature, too, which allows people to request a forecast and use it to plan a ski trip around good snow. Additionally, forums and live updates provide users with more snow info. Users like Brad Gilbert.

Gilbert runs Boulder-based People Productions, a media and software company, and he plans his schedule around the snow.

"If it looks like there's going to be a powder day, I try not to book any meetings," Gilbert said. He regularly

checks several sites a day for conditions, he said, but if he had to choose only one snow site it would be OpenSnow.com.

"I'm a powder junkie ... I'm always on the Internet searching for where the good snow is," Gilbert said. He's OpenSnow.com's target audience, snowboarding 30 days a year, all in powder.

"If I only had one site I could use, it would be this one."

The new business cut into Gratz's ski time this year, but he still skied 75 days.

"I say it's the quality control part of my job, and to be honest and fair, it really is important that I'm up there on the hill actually seeing what the conditions are like and talking to people."

## SNOWMEN from 3A

What started as an email list among friends avalanched into a site generating 3 million page views this season with 250,000 individual visitors and thousands of subscribers.

The site generates revenue through advertisers, sponsors and donations from dedicated users. With 80 percent of OpenSnow.com's traffic repeat visitors, the site reaches frequent skiers with disposable income interested in quality gear. Companies such as Hestra Gloves, Copper Mountain, Colorado Ski Tunes and SmartWool have all been a revenue source powering OpenSnow.com, Gratz said.

"We're a good conduit for those advertisers to reach this hard-core skiing demographic," Gratz said. "Whether they really are hard core or want to be hard core, it's kind of the

companies were in the 30- to 40-permit range in Boulder County in 2008 and 2009, and state drilling permit numbers have fluctuated from year to year before that, Hartman said.

Erie officials on March 7 approved a 180-day moratorium on all land-use applications related to oil and gas drilling.

In response to the Erie vote, a spokeswoman for Calgary, Alberta, Canada-based Encana Corp. (TSX, NYSE: ECA) pointed to a statement

on the company's website that says it will continue to notify neighbors within a half-mile radius of its operations.

The statement also said, "It is important to note that the moratorium, (if approved) doesn't apply to those locations where an operator has already received Board approval. Encana has multiple locations within Erie and Boulder County already approved at the state and municipal levels."

A Noble Energy Inc. spokesman said the Houston, Texas-based com-

pany (NYSE: NBL) had no comment about the Erie moratorium and related issues. The company is listed as an operator in Boulder County, according to the Colorado Oil and Gas Conservation Commission database and an Erie government website.

An Anadarko Petroleum Corp. spokesman did not respond to requests for comment. The Woodlands, Texas-based Anadarko is listed as an operator on the Erie government website.

The modulators save data on light waves.

Representatives from genealogy computer software company Mocavo Inc. in Boulder also attended the conference. Ancestry records have become a \$1 billion-per-year business, thanks to shows like "Who Do You Think You Are?"

The company expects to close \$3 million in new funding after starting off with \$1 million in seed money.

*Beth Potter may be contacted at 303-630-1944 or via email at bpotter@bcbcr.com.*

## DRILLING from 14A

11 in Broomfield County, Hartman said. Depending on whether or not permits were issued inside of local municipalities or in unincorporated Boulder or Broomfield counties, oil and gas companies oftentimes went through additional local land-use planning approvals to get approved.

Permits are most commonly given for new wells, although they also can be given to "recomplete" an existing well, Hartman said.

State permits given to oil and gas

companies (NYSE: NBL) had no comment about the Erie moratorium and related issues. The company is listed as an operator in Boulder County, according to the Colorado Oil and Gas Conservation Commission database and an Erie government website.

An Anadarko Petroleum Corp. spokesman did not respond to requests for comment. The Woodlands, Texas-based Anadarko is listed as an operator on the Erie government website.

# New Frontier Media receives takeover bid

BY MICHAEL DAVIDSON

mdavidson@bcbcr.com

BOULDER - New Frontier Media Inc., a Boulder-based producer and distributor of adult and mainstream entertainment, has received an unsolicited takeover bid from an investment group angered by what it calls a "fatal combination of exorbitant board fees and unfettered self-interest" among New Frontier's board of directors.

Longkloof Limited, an investment holding company registered to an address in St. Helier, Jersey, which is a small island in the English Channel, publicly announced the takeover

bid Friday in an open letter to New Frontier Media. Its release said its prior attempts to reach to New Frontier Media to discuss the takeover in private were ignored.

New Frontier Media (NasdaqGS: NOOF) responded late Friday in an announcement that it has formed a special committee to evaluate the offer.

Longkloof said in its statement it owns approximately 15 percent of New Frontier Media and is looking to acquire the rest for \$1.35 per share in cash. The amount is a 26 percent premium over the stock's average closing price between Jan. 1 and Feb. 15, the date on which Longkloof first approached the

company about an acquisition, Longkloof's statement said.

Longkloof's letter notes New Frontier Media's stock price has declined over the past five years from more than \$9 per share to \$1.13, its price when the letter was sent.

The letter excoriated New Frontier Media's current board while saying it wished to retain the company's employees and senior management.

"We do not believe the current board is capable or willing to undertake the actions necessary to enable NOOF to compete in the future, as the track record established by the current board over the past several

years has been dismal," the letter said. "Unfortunately, we believe the current Board is more focused on maintaining its excessive director fees and engaging in related party transactions, rather than running the Company in the best interest of the stockholders."

New Frontier Media's statement acknowledged receiving the takeover bid and said the company had created a committee of independent directors to review it "in a timely manner." The statement did not address Longkloof's complaints about the directors.

New Frontier Media is receiving legal advice from Blank Rome LLP and Holland & Hart LLP.

## ACE from 1A

the city of Loveland in February. Although we will continue to collaborate and support each organizations' efforts, C&W did not feel that the model for a multitenant facility for small- and mid-size manufacturers to scale up manufacturing of new technologies with shared services and equipment, resources and programs, fit their plans for development of the property," she wrote.

CAMT has formed a committee to study new potential sites, Thorndike said, and a letter from CAMT to its members said the facility would likely be in the Denver-Boulder area.

"Discussions are in progress, however no specific timelines have been established," she wrote.

The news took local economic development experts by surprise when it emerged March 8, but some remain intrigued by the possibility of luring the center to their cities.

Longmont director of economic development Brad Power said the city will examine what CAMT is looking for and might submit location ideas if they meet the organization's criteria, once those criteria are released.

"We would certainly take a look at it, but it's far too early to tell," Power said.

Longmont submitted a proposal last year before CAMT decided on Loveland. If CAMT is interested in existing buildings, Longmont has potential candidates, but if it wants to build a new building it might not, Power said.

The change in CAMT's plans also was news to Boulder Economic Council executive director Clif Harald. Boulder is an unlikely candidate because of its chronic lack of space.

"I suspect if they're still looking at something of the scale that ACE is today, I can't imagine there would be a place large enough for it in Boulder, especially when you consider the competition that already exists for space here," Harald said.

Broomfield also is interested in the project, economic development director Bo Martinez said, and would consider forming private-public partnerships with developers to help make it happen.

## CUMBERLAND & WESTERN OFFICIALS

**also said they hope to see as many as 4,500 people working at the former Agilent plant over the next few years.**

### Keeping the vision

Maintaining its original vision, where dozens of companies would share facilities, was key to CAMT's decision, Thorndike said.

Cumberland & Western was moving in a direction that didn't fit the project, which Thorndike admits is unconventional.

"CAMT recognizes that this effort is a not a traditional real estate deal. It is a unique public/private partnership focused on a specific mission to bring identified technologies forward leveraging Colorado universities and labs and the partnership with NASA through the CAMT-NASA Space Act Agreement, which is a national pilot with all 10 NASA Centers," she wrote.

CAMT is pushing forward on other parts of the initiative, such as hiring a NASA technology transfer and licensing specialist, Thorndike wrote.

Kentucky-based Cumberland & Western Resources paid \$5 million in cash for 177 acres of the 300-acre property in a deal that closed in late 2011.

Cumberland & Western bought the property from Loveland, which originally bought the property for \$5.5 million, approximately its assessed value.

The idea was to help redevelop the former campus into a technology-driven hub for innovation and manufacturing of products based on patents held by NASA and the National Renewable Energy Laboratory in Golden.

Officials and the developers are questioning whether that's an economically sustainable model.

A representative of Cumberland & Western told a breakfast meeting of members of the Northern Colorado Economic Development Corp. that they're looking for a few anchor tenants to lead the way in terms of job-creation, with an undetermined number of smaller companies helping

to fill the plant.

That is a significant departure from reports that as many as 100 companies could someday occupy the plant.

"To accommodate that many companies there just isn't feasible," said Kelly Peters, the NCEDC's director of business retention and expansion. "It would require a huge retrofit that would cost more than if they razed it and started from the ground up."

Thorndike said evidence elsewhere shows project like the Aerospace and Clean Energy Park are working.

"It is evident that the type of initiatives and facilities outlined in the ACE Program are being developed in other regions across the country. It requires a strong public/private partnership and statewide collaboration and strategy. I believe we have learned a great deal this past year and have made major strides in the development of specific programs for technology acceleration and in establishing solid framework and process for moving forward," Thorndike said.

Cumberland & Western officials also said they hope to see as many as 4,500 people working at the former Agilent plant over the next few years.

### No timeline

That figure is about half as large as initial estimates from various officials last year.

Peters said Cumberland & Western told those in attendance it would take years before the number of people working at the 811,000-square-foot plant reaches 4,500. That's the capacity of the building, she said, and is roughly the same number of people who worked there when Hewlett-Packard had operations running there.

The developer, she said, declined to estimate how long it might take to attract enough companies that would

employ that many people. "There's no timeline," she said. "No one wants to set one, because that would set the wrong expectations."

Loveland mayor Cecil Gutierrez said he believed the developers of the project would nonetheless press ahead. Gutierrez said he had not received a briefing on the matter.

But Gutierrez said believes that Cumberland & Western will continue to develop the property as a technology park with a broader focus than just aerospace and clean energy. He said that the company maintains established relationships with NASA.

He declined to characterize the CAMT's withdrawal from the project as a blow to Loveland.

"I just don't see it as a major issue," he said.

"We're still very focused with Cumberland & Western on the redevelopment of that site," he said. "We think our partnership with Cumberland & Western is the very best opportunity for us to be able to do that."

Betsey Hale, the city's economic development head, said Loveland, in partnership with the Northern Colorado Economic Development Corp., has established "a more robust and Loveland-centric project called the Loveland Technology Acceleration Program."

This effort includes the engagement of DA2, a Longmont consulting firm owned by David Lung, a 25-year veteran of the aerospace, defense and energy industries and six additional military, technology, aerospace and defense professionals located throughout the U.S.

According to Hale, the consultants will target existing Loveland technology companies and will offer "technology scouting" within NASA as well as other federal research labs.

Cumberland & Western has a history of stepping in to restore distressed properties to health, though its approach hasn't always worked.

The decision to sell to Cumberland & Western was made after Loveland officials took a trip to the Southeast to review at least two of the company's redeveloped sites. Those who made the trek included Hale and Thorndike.

## BUSINESS DIGEST

### OPENINGS

International clothing retailer **H&M** plans to open an 18,000-square-foot store this fall at Flatiron Crossing in Broomfield. A specific opening date has not been set. The men's and women's fashion clothing store will be on the upper level of the shopping center in the current Eddie Bauer retail space. Eddie Bauer is relocating to the lower level, according to a press statement from Flatiron Crossing.

Avista Adventist Hospital opened the **Flatirons Heart and Vascular** medical practice in Louisville with Dr. Juan Weksler as its chief cardiologist. The practice is at 90 Health Park Drive, Suite 350. Weksler is a board certified interventional cardiologist with advanced fellowship training. He is skilled in stents, balloons, lasers and atherectomy, a procedure that removes plaque from arteries. He also can perform cardiac catheterization and other specialized cardiac procedures.

### BRIEFS

Broomfield-based **Vail Resorts Inc.** (NYSE:MTN) said the company achieved its 10 percent energy reduction goal announced in 2008. It reduced its electricity and natural gas usage by 10.8 percent in three years. It performed energy audits at all of its properties, replacing inefficient lighting and using motion sensors to shut off lights when rooms are unoccupied, making snowmaking systems more energy-efficient by using less compressed air, implementing a companywide 'idle-wise' program that limits the time company vehicles are idling. The energy saved over the last three years is the equivalent to the annual energy use of 1,400 average U.S. homes.

Boulder-based **Ball Aerospace & Technologies Corp.** has shipped a key instrument that will be aboard a satellite that will collect data on precipitation that will in turn help improve weather predictions. Ball Aerospace built the

Global Precipitation Measurement Microwave Imager that will be used in the space-borne Core Observatory when it is launched in 2014. The mission is a joint effort between NASA, the Japan Aerospace Exploration Agency and other international partners.

Boulder-based **Boulder Racing** will partner with Denver-based **USA Pro Cycling Challenge** to present the **Superior Morgul Classic** bicycle this May. The road race part of the event is being staged along part of the route of the historic Coors Classic bike race, which was held annually for several years in the 1980s. Financial terms of the deal were not disclosed. Boulder Racing's parent company, Without Limits Productions, expects participation to grow in the Superior Morgul Classic set for May 18-20. The company's race events in 2011 had 12,000 participants.

Superior-based **Key Equipment Finance**, an affiliate of Key Corp., is financing a solar system installation at Rutgers University in New Jersey. SunDurance Energy is the solar integrator for the project.

Louisville-based **Real Goods Solar** opened an office in Delaware. The new office and expanded sales team will build on Real Goods Solar's presence on the East Coast. Real Goods Solar has installed more than 11,000 solar electric systems.

Boulder-based **Benjamin West**, a furniture, fixtures and equipment purchasing firm for the hotel industry, has opened an office in Miami to service clients in Latin America and the Caribbean. Benjamin West hired Liliane Stacishin-Moura as director-Latin America and Caribbean. She will lead the office staff in Miami. This makes the sixth office for Benjamin West, which in 2011 worked on projects in 23 countries on four continents. Other offices are in Chicago, Dallas, Hong Kong and London.

Boulder-based **Juwi Solar Inc.** has completed a solar-energy generation plant that will power manufacturing plants for Mars Chocolate North America in Henderson, Nevada. Energy produced by the 600-kilowatt plant will power the Mars factory that produces Ethel M and Ethel's brand chocolates. Juwi Solar developed and built the plant and also will own and operate it. The project is expected to generate approximately 1,258 megawatt-hours of zero-emissions electricity per year, offsetting about 825 tons of greenhouse gas pollution annually - the equivalent of taking more than 170 cars off the road each year.

### CONTRACTS

Louisville-based **Global Health Exchange** renewed its contract with **Novation**, a health-care supply contracting company for the members of VHA Inc., UHC and Provista LLC. Under the five-year contract, GHX will deliver supply chain technology and software solutions to help the members Novation serves reduce their cost of doing business.

Boulder-based **Tendril Networks Inc.**, hired Denver-based **Triworth** to help recruit employees as the tech company plans for rapid growth this year. TriWorth will handle the end-to-end recruitment process at Tendril. TriWorth will work to define and streamline the hiring process, to reduce Tendril's overall time-to-fill and to reduce the cost of recruitment by centralizing all sourcing and recruiting. TriWorth will also manage the employee referral program and assist with recruitment marketing.

Biopharmaceutical company **Array Biopharma Inc.** in Boulder is getting diagnostic testing help from **Foundation Medicine Inc.**, a cancer diagnostics company in Cambridge, Massachusetts. Financial arrangements of the deal were not disclosed. With the new collaboration, Array plans to determine the genetic profile of the tumors of patients who are treated

with certain anti-cancer agents. Array also has clinical drug development programs for pain and asthma drugs, among others. The company in February raised \$56.1 million to pay for new research and development.

Longmont-based **Mountain Secure Systems**, a supplier of rugged electronics and outdoor wireless network solutions to commercial, military and municipal industries, signed a contract to provide an additional 35 Summit Series wireless network radios to the **city of Denver Public Works** traffic operations. The radios will expand coverage for a video surveillance network, aimed at improving traffic control at various intersections throughout the city. Last December, MSS provided 50 Summit Series wireless network radios for this very same video surveillance system.

Golden-based **Good Times Restaurants Inc.**, (Nasdaq: GTIM), hired Boulder-based **Room 214** as its social media agency to develop a social media and digital platform for the company.

### SERVICES

**Boulder Emotional Wellness**, a psychotherapy agency, has expanded its psychotherapy offerings to include emotional regulation, grief and loss help, and anger management assistance for employees of businesses in Boulder County. Boulder Emotional Wellness recently opened a new office at 2885 Aurora, Suite No. 27 in Boulder with four counseling suites including a play therapy suite for children. For more information call Andrew Rose, director, 303-532-6780.

*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 e-mail to news@bcbcr.com with Business Digest in the subject line. Photos submitted will not be returned.*

## CALENDAR

### MARCH

**19** Naturally Boulder will host a Networking Night from 5:30 to 7:30 p.m., Monday, March 19, at The Tap Room, Omni Interlocken Hotel, 500 Interlocken Blvd., Broomfield.

The city of Longmont will conduct a public input session on the **First and Main Station**, a transit revitalization plan, from 6 to 8 p.m., Monday, March 19, at the Longmont Library, rooms A and B, 409 Fourth Ave., Longmont.

UBS Financial Services Inc. presents **Retirement Planning and Annuity Seminar** from 5:30 to 6:30 p.m. at UBS Financial Services Inc., 1801 13th St., Suite 100, Boulder. Peter Braun of UBS will discuss annuities and retirement income planning. Reservations are required for this free event. Call or email Gail Dubois 303-441-5365 or gl.dubois@ubs.com

A reception, book signing and author program will be held featuring **Paul Schmitz**, author of "Everyone Leads - Building Leadership from the Community Up," from 6 to 7:30 p.m., Monday, March 19, at Bing, 1900 15th St.,

Boulder. Book is included in registration, and refreshments will be served. Pre-registration is mandatory and photo ID's will be required for access to the event. 21 and older only. No onsite registration. Sponsored by Bing, GNIP, Whole Foods and Boulder 2140. Cost: \$21.40. Contact: Scott Ziemba at 303-442-1044 or boulder2140@boulderchamber.com.

**20** Alexia Parks, Huffington Post blogger, author and educator, will talk during a luncheon about her book "Hardwired: 10 Major Traits of Women Hardwired by Evolution That Can Save The World," from noon to 1:30 p.m., Tuesday, March 20, at the Highland City Club 885 Arapahoe Ave, Boulder. The book is based on facts drawn from hard and soft sciences including physical and cultural anthropology, split-brain function, hormonal research and modern biology. Cost is \$20.

The Lafayette Chamber of Commerce presents **March Business After Hours** from 5 to 7 p.m., Tuesday, March 20, at Pearl's Salon & Spa, 802 S. Public Road, Old Town Lafayette.

Cost is \$10 with advance R.S.V.P., \$12 at the door. Chamber nonmembers should call 303-666-9555 to register.

**21** The Sustainable Opportunities Summit 2012 will be from 8:30 a.m. to 5 p.m., Wednesday, March 21, Colorado Convention Center, Denver. Hosted by CORE and the Deming Center for Entrepreneurship, and produced by the GoGreen Conference. The summit brings together Colorado's business, education and public sectors to advance the dialogue on sustainability for business. More than 40 of the region's green-business leaders will be featured. Learn best practices and strategies for implementing or enhancing sustainability with profitability in mind. For more information go online at sosummit.org. Cost: \$189 to \$289. Contact: Holly at 1-855-740-8417 or holly@sosummit.org.

**22** The Broomfield Chamber of Commerce presents its **March Business After Hours** from 5 to 8 p.m., Thursday, March 22, at the Butterfly Pavilion, 6252 West 104th Ave., Westminster.

**24** The DaVinci Institute presents Future Visioning Boot Camp, from 8:30 a.m. to 12:30 p.m., Saturday, March 24, at the DaVinci Institute, 511 E. South Boulder Road, Louisville. Cost: \$69. Contact: Jan Wagner at 303-666-4133 or jan@davincinistitute.com.

**26** Boulder Digital Arts presents a **Google Analytics Workshop**, from 6 to 9 p.m., Monday, March 26, at 1600 Range St., Suite 100, Boulder. Google Analytics is a free tool that provides information about your web users, informing you which pages and online campaigns are most effective. Cost: \$69 for BDA members, \$89 for nonmembers. Contact: Kira Woodmansee at 303-800-4647 or info@boulderdigitalarts.com.

**APRIL**  
**25** The Economic Development Council of Colorado will hold its **2012 Spring Conference** April 25-27 at Estes Park. Topics include small-business support, downtowns, tourism, incubators, housing, workforce development, planning and rural economies. Cost is \$250. Register online at www.edcconline.org.

## AWARDS

Boulder-based **Pangea Organics** received Delicious Living Magazine's 2012 Beauty & Body Award in the category of Best Eco Packaging.

Boulder-based **KGAStudio Architects** (formerly Knudson Gloss Architects) received a Silver Award from the NAHB 50+ Housing Council for its work at Steel Ranch. The project is being built in Louisville by Boulder Creek Builders. Judges appreciated the project's Colorado rustic exteriors and homes' floor plans, which focused on empty nester lifestyles. KGA contributed the design for three of the models and Osmosis Architecture designed two additional units.

**Osmosis Architecture** received a Gold Award for Best Architectural Design for a custom home from the National Sales and Marketing Council for the Iglesias Residence in Boulder County. The award was presented at The Nationals in Orlando, Florida.

**SurveyGizmo** of Boulder received a Blue Ribbon Award from the U.S. Chamber of Commerce for its dedication to the principles of free enterprise and contributions to restoring jobs and prosperity. Seventy-five companies were selected from applicants nationwide. Recipients will be honored at America's Small Business Summit 2012, May 21-23, in Washington, D.C.

## PRODUCT UPDATE

Boulder-based **Gorilla Logic Inc.** launched the Gorilla Logic Continuous QA Cloud, a quality-as-a-service that tests and tracks the quality of mobile apps across iPhone, iPad and Android platforms. Together with the latest version of the MonkeyTalk automated testing tool, Gorilla Logic now offers enterprises the tools and services needed to leverage a complete cycle when developing and deploying high quality mobile applications.

Boulder-based **NeoMedia Technologies Inc.** (OTC BB: NEOM.OB), launched its updated NeoReader barcode-scanning software applications for Apple iOS, Android, BlackBerry, Symbian and Windows Phone 7 users. The upgraded apps are available now from the Apple App Store, Android Market / Google Play,

BlackBerry App World Nokia Store and Windows Marketplace for users to transform their devices into barcode scanners and seamlessly connect to mobile content.

**Covidien** (NYSE: COV), a provider of health-care products, launched three new surgical devices designed to provide significant benefits to surgeons and improve patient outcomes. The three are the Versaport bladeless optical 5 mm trocar and two new line extensions to the LigaSure 5 mm blunt tip sealer/divider portfolio. The Versaport will give surgeons clear visualization of the tissue layers during insertion in laparoscopic and thoracic procedures. The company is offering new shaft lengths—20 cm and 44 cm—in its LigaSure 5 mm blunt tip vessel sealing devices.

## ON THE JOB

### ARTS

**Lisa Hunnicut** has joined Rabbit Brush Gallery in Hygiene as a partner with **Elizabeth Durfee**. The gallery specialized in art, jewelry and gifts by regional artists and fair-trade items from abroad.

### BANKING, FINANCE

**Taylor Short**, a portfolio and planning analyst at Boulder-based wealth-management firm Gold Medal Waters Inc., achieved the Registered Paraplanner designation from the College for Financial Planning. Short completed a course of study for the financial planning process, the five disciplines of financial planning and general financial planning concepts, terminology and product categories.

### BIOSCIENCE

AmideBio LLC, a privately held biopharmaceutical company in Louisville, appointed **Michael Carruthers** to its business advisory board. Carruthers has more than 30 years of technical expertise in the biotechnology and pharmaceutical industries, including his current position as chief financial officer with Array BioPharma Inc., a Boulder-based biopharmaceutical company. Previously, Carruthers was CFO of Sievers Instruments Inc.

### HEALTH CARE

**Dr. Juan Weksler**, a board certified interventional cardiologist with advanced fellowship training, has joined Avista Adventist Hospital's medical staff and new practice, Flatirons Heart and Vascular in Louisville. Avista and Flatirons are part of Centura Health's statewide cardiac care network. Weksler specializes in the treatment of all aspects of cardiac care, including endovascular medicine and intervention, treating blockages in arteries from within using high-tech techniques like stents, balloons, lasers and atherectomy. He is also skilled in cardiac catheterization and many other specialized cardiac procedures. He is fluent in English and Spanish.



Weksler

### HIGH TECH

Boulder-based Research Electro-Optics Inc. appointed **Linda Chavez** to its board of directors. Chavez, was the highest ranking woman to serve in the Reagan White House, as director of public liaison, and was the first Latina nominated to the United States Cabinet. She

has also been staff director of the U.S. Commission on Civil Rights, chairman of the National Commission on Migrant Education and was the U.S. expert to the United Nations' Human Rights Sub-Commission.

### LAW

**Julie Berryhill** has joined Faegre Baker Daniels' offices in Boulder and Denver as special counsel. Berryhill will represent clients in the firm's benefits and executive compensation practice. Berryhill has more than 20 years of experience as an employee benefits attorney. Her practice focuses on 401(k) plans, health and welfare benefit plans, fringe benefit plans, and nonqualified deferred compensation plans. In addition to assisting clients with plan design and drafting, she advises clients on plan sponsors, including fiduciary responsibility, employee communications, and benefit plans in mergers and acquisitions. Prior to joining Faegre Baker Daniels, Berryhill was director in the Employment & Benefits Law Group at Sun Microsystems Inc.



Berryhill

### MANUFACTURING

Niwot-based Crocs Inc. (Nasdaq: CROX) hired **Katy Lachky** as vice president of communications, **Brooke Wolf** as senior product line manager for women's footwear, **Michael Gossett** as senior product line manager and **Thomas Alvarado** as strategic accounts senior product manager. Lachky will be responsible for overseeing all global communications functions, including internal and external communications. Lachky comes to Crocs from Fleishman-Hillard in St. Louis where she served as a vice president and publicist. Wolf will play an integral role in product strategy and global product line planning. Wolf previously was a senior merchandising manager for Coach, focusing on handbags and women's accessories. Gossett will focus on a variety of global product planning and strategy initiatives for the men's line. Gossett previously was with Nike Inc. where he served as a global senior footwear product line manager for brand's running and athletic training line for men. Alvarado is responsible for product development and merchandising. Alvarado comes to Crocs from Skechers where he was a director of product development, helping to manage several men's lines for the brand.

Boulder-based Spyder Active Sports Inc., a manufacturer of ski apparel, named **Jamie Starr** as marketing manager for the brand. Starr will drive Spyder's web content, social and viral media, public relations, digital initiatives and product stories out of the company's headquarters in Boulder. Starr previously worked as managing editor and brand consultant for the Spear Creative Group and as an editor of Aspen-based Snow Magazine.



Starr

Garden, Mile High Organics, ecoLogical Lawn Care, The Organic Center, LOHAS, Naturally Boulder, Oogavé Soda, Teatulia and holistic health professionals.

### NONPROFIT

The Colorado Chautauqua Association, steward of Boulder's cultural and historical Colorado Chautauqua National Historic Landmark hired **Jim Turner** as director of operations, rejoining the Chautauqua team after a one year hiatus, and **Tom Hart** as program development coordinator.

### REAL ESTATE

**Tom Spear** has joined Sotheby's International Realty's office in Boulder as a broker. Spear has been in the real estate industry since 2004. Spear earned a doctorate in finance from the Wharton School at the University of Pennsylvania and was an assistant professor of finance at the University of Nevada, Las Vegas. He was an adjunct professor of finance at the University of Denver and University of Colorado-Denver.



Spear

**Kyle Kendall** has joined the Estey Realty Group as an associate broker. Kendall has more than 10 years of residential brokerage experience. He will be based out of the brokerage's office at 1314 Main St. in Louisville.

Housing Helpers Boulder hired **Angela Vander Meyden** as corporate housing manager. Vander Meyden will lead Housing Helpers' temporary housing division, which provides fully furnished serviced apartments to corporations in Boulder and Broomfield counties.



Vandermeyden

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

## NONPROFIT NETWORK

### FUNDRAISERS

The **Women's Wilderness Institute** is hosting its 10th Annual Gear and Cheer fundraiser from 6 to 9 p.m., Thursday, March 22, 1685 29th St., at the Twenty-Ninth Street retail district in Boulder. Funds raised from the event go toward providing scholarships for its Girls' Wilderness Program, which provides financial and equipment needs for girls to attend the institute's outdoor programming. Live and silent auctions, local band Sacrebleu, and food and beverage tastings. Tickets are \$35 for single, and \$60 for two; \$100 VIP Sneak Peak. Tickets are available at the door for \$45. For more information go to [www.womenswilderness.org](http://www.womenswilderness.org) or call 303-938-9191.

Square product theatre presents "**5 Lesbians Eating a Quiche**" at 8 p.m., Friday, March 30, at the Wesley Chapel at CU, 1290 Folsom St.,

Boulder. All proceeds from Friday's performance will provide funding for BCAA/Community Arts Fund. Tickets can be purchased at the door (cash or check only) or in advance at <http://www.brownpapertickets.com/event/226518>. Cost: \$20. Contact: Charlotte LaSasso at 303-447-2422 or charlotte@bouldercountyarts.org.

### GRANTS

The **Boettcher Foundation** provided the nonprofit **Imagine!** With a \$20,000 grant to be used toward the construction of the Bob and Judy Charles SmartHome in Boulder. Also, the **Boedecker Foundation** provided **Imagine!** with a grant of an undisclosed amount to be used for the SmartHome. In 2009, the Boedecker Foundation provided a grant for a Bob and Judy Charles SmartHome in Longmont. **Imagine!**'s SmartHomes, the first such homes

in the nation, provide permanent affordable housing for individuals with physical and developmental disabilities and have potential to help people with dementia, autism, chronic mental illness, and Alzheimer's. The homes are serving as living laboratories to create and test assistive technologies that can be used in family homes to keep individuals with any kind of cognitive impairment living in their own homes for as long as possible.

### GOOD DEEDS

A team of more than 30 **Covidien** employees volunteered on Wednesday, March 7, to beautify and clean up landscape around nonprofit **Boulder Housing Partners'** affordable housing developments in Boulder. Covidien, a provider of health-care products, has been a **Foothills United Way** partner for more than 20 years. Foothills United Way is able to offer

tailored volunteer projects, such as Covidien's project, to local businesses since the recent acquisition of the Volunteer Connection. This additional resource leverages Foothills United Way's ability to match nonprofit projects in need of extra support with local business' desire to develop teambuilding and leadership skills through volunteering.

**Xcel Energy** raised approximately \$60,000 for **Foothills United Way**'s local nonprofit programs in 2011. The amount includes money raised by employees who work in Boulder and Xcel Energy's corporate match of \$31,379. Craig Eicher, Xcel Energy's Boulder area manager, presented the check to Foothills United Way's Nancy Platt, Kelli Kanemoto, Mary Jarchow and Lee Berg. In 2011, Minneapolis-based Xcel Energy raised more than \$5.5 million for local United Ways nationwide.



## 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

**JAMES GERALD BARNETT**, 1550 ORCHARD AVE, BOULDER; CASE #2012-12994, DATE FILED: 2/23/2012.

**RAYMOND ROCH JR McDERMOTT**, 4003 LEE HILL DR, BOULDER; CASE #2012-12652, DATE FILED: 2/17/2012.

**REN R FEDDERSEN**, 3003 VALMONT RD UNIT 134, BOULDER; CASE #2012-12952, DATE FILED: 2/22/2012.

**GARY D ENYART**, 762 BARBERRY CIRCLE, LAFAYETTE; CASE #2012-12923, DATE FILED: 2/22/2012.

**CHARLES P SMITH**, 1328 MARI-GOLD COURT, LAFAYETTE; CASE #2012-13024, DATE FILED: 2/23/2012.

**SHANNA LEE LOPEZ**, 1313 KEY-STONE CT, LONGMONT; CASE #2012-12953, DATE FILED: 2/22/2012.

**VICTOR JOSEPH CHAVEZ**, 1850 PRINCESS DRIVE, LONGMONT; CASE #2012-12388, DATE FILED: 2/14/2012.

**EDWIN DALE IVASKA**, 11265 SOUTH RIM, LONGMONT; CASE #2012-12422, DATE FILED: 2/14/2012.

**PASCUAL DOMINGUEZ ARELLANO**, 1816 CAMBRIDGE DRIVE APT 16B, LONGMONT; CASE #2012-12423, DATE FILED: 2/14/2012.

**SHANNA MAE TODARO**, 3445 LARK-SPUR DR, LONGMONT; CASE #2012-12991, DATE FILED: 2/23/2012.

**CHARLES EUGENE KLINE**, 1307 S LINCOLN STREET, LONGMONT; CASE #2012-12389, DATE FILED: 2/14/2012.

**AMIE MARIE MALWITZ**, 1554 FELTHAM PL, LONGMONT; CASE #2012-13004, DATE FILED: 2/23/2012.

**JESUS JR MELENDEZ**, 806 HUB-BARD DR, LONGMONT; CASE #2012-12362, DATE FILED: 2/14/2012.

**CINNAMON LEE RYAN**, 541 LIN-COLN AVE, LOUISVILLE; CASE #2012-13049, DATE FILED: 2/23/2012.

**Chapter 13**  
**JERRY R STOW**, 708 ARROW CT, LAFAYETTE; CASE #2012-12723, DATE FILED: 2/17/2012.

**EDWARD JOHN WHEELER**, 13581 VIA VARRA RD UNIT 3413, BROOMFIELD; CASE #2012-12631, DATE FILED: 2/17/2012.

**ERICH FRANCIS WOLFE**, 3734 SHADOW CANYON TRAIL, BROOMFIELD; CASE #2012-12856, DATE FILED: 2/21/2012.

**Chapter 7**  
**J JOSHUA PANARESE**, PO BOX 6372, BROOMFIELD; CASE #2012-12981, DATE FILED: 2/22/2012.

**RALPH JUNIOR GUTIERREZ**, 1130 WEST 1ST AVE, BROOMFIELD; CASE #2012-12633, DATE FILED: 2/17/2012.

**JEFFREY WILLIAM MARING**, 993 EAST 3RD AVE, BROOMFIELD; CASE #2012-12479, DATE FILED: 2/15/2012.

**MARK ARNOLD HUDDLESTON**, PO BOX 1753, BROOMFIELD; CASE #2012-12458, DATE FILED: 2/15/2012.

### FORECLOSURES

#### Boulder County

**BORROWER**: PHILLIP MONTOUR, 511 E EMMA ST, LAFAYETTE. LENDER: BANK AMERICA, AMOUNT DUE: \$234659. CASE #3201401. 2/8/2012

**BORROWER**: BRIAN E HARVALA, 998 MILO CIR APT B, LAFAYETTE. LENDER: US BANK NATIONAL ASSOCIATION N, AMOUNT DUE: \$126963. CASE #3203108. 2/16/2012

### 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.

### 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.

**DEBTOR**: JASYNDA M DEES, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$1243. CASE #C-11C-005196. DATE: 2/13/2012

**DEBTOR**: MARC E GUSSENBAUER, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$4108. CASE #C-11C-004940. DATE: 2/17/2012

**DEBTOR**: DENNAE L MALOUFF, CREDITOR: UCF FED CREDIT UNION. AMOUNT: \$6794. CASE #C-06C-000655. DATE: 2/17/2012

**DEBTOR**: MICHAEL P & MICHAEL PORTER, CREDITOR: ELEVATIONS CREDIT UNION. AMOUNT: \$5870. CASE #C-10C-000973. DATE: 2/17/2012

**DEBTOR**: TRACY BLACKWELL, CREDITOR: CENTRAL CREDIT CORP. AMOUNT: \$1389. CASE #C-11C-005901. DATE: 2/17/2012

**DEBTOR**: CAYI MAI, CREDITOR: FIA CARD SERVICES. AMOUNT: \$52552. CASE #D-11CV-000790. DATE: 2/17/2012

**DEBTOR**: JUANITA S RUIZ, CREDITOR: DISCOVER BK. AMOUNT: \$14079. CASE #C-11C-005046. DATE: 2/15/2012

**DEBTOR**: KAROL & ANNIE FERRERA, CREDITOR: DISCOVER BK. AMOUNT: \$16685. CASE #D-11CV-001075. DATE: 2/15/2012

**DEBTOR**: DANIEL CARLOCK, CREDITOR: DISCOVER BK. AMOUNT: \$18992. CASE #D-11CV-000951. DATE: 2/15/2012

**DEBTOR**: MICHAEL G RICHTERS, CREDITOR: AGENCY CREDIT CONTROL INC. AMOUNT: \$137598. CASE #D-11CV-000747. DATE: 2/15/2012

**DEBTOR**: MILA LIM KING, CREDITOR: LEGAL COLLECTION CO. AMOUNT: \$15000. CASE #C-11C-006015. DATE: 2/2/2012

**DEBTOR**: SUNDARRA J DORAISWAMY, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$1595. CASE #C-11C-001966. DATE: 2/7/2012

**DEBTOR**: MARK A CLINE, CREDITOR: CYPRESS FIN RECOVERIES LLC. AMOUNT: \$7433. CASE #C-11C-004318. DATE: 2/6/2012

**DEBTOR**: JUANITA G WOOD, CREDITOR: DISCOVER BK. AMOUNT: \$11341. CASE #C-11C-004260. DATE: 2/6/2012

**DEBTOR**: BARNES KEESEE LLC, CREDITOR: CITYWIDE BK. AMOUNT: \$171667. CASE #D-09CV-005679. DATE: 2/7/2012

**DEBTOR**: KIPLING E VILLAR-REAL, CREDITOR: CAPITAL ONE BK. AMOUNT: \$4357. CASE #C-09C-005393. DATE: 2/13/2012

**DEBTOR**: KIM G SCHULER, CREDITOR: CAPITAL ONE BK. AMOUNT: \$0. CASE #C-10C5307. DATE: 2/1/2012

**DEBTOR**: DENVER SOLAR WIND, CREDITOR: CONSOLIDATED ELECTRICAL DISTR. AMOUNT: \$19883. CASE #D-11CV-001208. DATE: 2/2/2012

**DEBTOR**: MARGARET L WAL-LACE, CREDITOR: BC SERVICE INC. AMOUNT: \$1730. CASE #C-12C-000609. DATE: 2/1/2012

**DEBTOR**: TERRIE B STRICK, CREDITOR: DONELSON CIANCIO GOODWIN. AMOUNT: \$5934. CASE #D-10DR-001017. DATE: 2/1/2012

**DEBTOR**: DIANNE L HASKELL, CREDITOR: MIDLAND CREDIT MANAGEMENT INC. AMOUNT: \$11416. CASE #C-11C-003536. DATE: 2/6/2012

**DEBTOR**: JOZSEF SCHILLERWEIN, CREDITOR: OAK PARK CONDO ASSOC INC. AMOUNT: \$2463. CASE #C-10C67423. DATE: 2/7/2012

**DEBTOR**: KENNETH ALAN & PEGGY JONES, CREDITOR: AM FIRST FED CREDIT UNION. AMOUNT: \$11062. CASE #C-11C-010349. DATE: 2/10/2012

**DEBTOR**: JENNIFER M & THOMAS C HOUSE, CREDITOR: WEINGARTEN MILLERFIEST LLC. AMOUNT: \$77423. CASE #D-11CV-001638. DATE: 2/9/2012

**DEBTOR**: CHARLENE PATRICIA & THOMAS, CREDITOR: NATL COLLEGIATE STUDENT LOAN T. AMOUNT: \$15387. CASE #C-11C-004679. DATE: 2/13/2012

**DEBTOR**: CHARLENE PATRICIA THOMAS, CREDITOR: NATL COLLEGIATE STUDENT LOAN T. AMOUNT: \$12107. CASE #C-11C-004678. DATE: 2/13/2012

**DEBTOR**: JACQUELYN K BARTELS, CREDITOR: CAPITAL ONE BK USA. AMOUNT: \$4907. CASE #C-11C-006400. DATE: 2/8/2012

**DEBTOR**: DANITA SCOTT, CREDITOR: ASSET ACCEPTANCE LLC. AMOUNT: \$1430. CASE #C-11C-004909. DATE: 2/8/2012

AMOUNT: \$1430. CASE #C-11C-004909. DATE: 2/8/2012

**DEBTOR**: KARLA R WEBB, CREDITOR: CITIBANK. AMOUNT: \$15706. CASE #D-11CV-000881. DATE: 2/8/2012

**DEBTOR**: WILLIAM MARK & LAURA ARNEY, CREDITOR: PROFESSIONAL FIN CO INC. AMOUNT: \$2618. CASE #C-11C-001961. DATE: 2/7/2012

### Broomfield County

**DEBTOR**: MAYRA COSSIO, CREDITOR: MSW CAPITAL LLC. AMOUNT: \$788. CASE #C-11C-001505. DATE: 2/15/2012

### Warranty Deeds

#### Boulder County

#### Broomfield County

Seller: MICHAEL B SISK

Buyer, Buyer's Address: JOHN F KENNEDY, 13311 GLACIER RIM TRL # A, BROOMFIELD

Price: \$215000

Date Closed: 2/17/2012

Seller: JEFFREY F & JANET BALZER  
Buyer, Buyer's Address: MICHAEL D & THERESA DERYN AVRITT, 4688 BELFORD CIR

Address: 4688 BELFORD CIR, BROOMFIELD

Price: \$410000

Date Closed: 2/16/2012

Seller: CHELSEA & ADAM SHEAR  
Buyer, Buyer's Address: ROBERT & TONIA JOHNSTON, 3220 SHANNON DR

Address: 14300 WATERSIDE LN UNIT L5, BROOMFIELD

Price: \$126500

Date Closed: 2/17/2012

Seller: SAM & PAMELA KIER  
Buyer, Buyer's Address: DEAN T & DIANA SPENCER, 16509 ANTERO CIR

Address: 16509 ANTERO CIR, BROOMFIELD

Price: \$285000

Date Closed: 2/21/2012

Seller: VINCE JOSEPH BEESON  
Buyer, Buyer's Address: VINCE J BEESON TRUST, 1625 S RALEIGH ST

Address: 210 W 6TH AVE, BROOMFIELD

Price: \$

Date Closed: 2/8/2012

Seller: JAMES E & SHIRLEY B NEL-SON  
Buyer, Buyer's Address: DONNA J BATES, 52 SCOTT DR S

Address: 52 SCOTT DR S, BROOMFIELD

Price: \$189000

Date Closed: 2/21/2012

Seller: MICHELLE D ALLAIRE  
Buyer, Buyer's Address: ERIK MICHAEL & SARAH DROELLE SMITH, 12591 ALCOTT ST

Address: 12591 ALCOTT ST, BROOMFIELD

Price: \$275000

Date Closed: 2/21/2012

Seller: HSBC MORTGAGE SERVICES INC

Buyer, Buyer's Address: HOLDINGS EMPIRE, 111 W CANNON ST

Address: 905 W MIDWAY BLVD,

Price: \$122500

Date Closed: 2/10/2012

Seller: ROBYN BOYD VERQUER  
Buyer, Buyer's Address: ROBERT E LAW FAMILY TRUST, 1045 EMER-ALD ST

Address: 1110 SAGE ST, BROOMFIELD

Price: \$250000

Date Closed: 2/9/2012

Seller: DOUGLAS S & ANNIE WALKER  
Buyer, Buyer's Address: THOMAS C & JULIE M BERGHOFF, 7444 EMPIRE DR

Address: 2715 BIG DRY CREEK DR,

Price: \$233000

Date Closed:

## BOULDER VALLEY REAL ESTATE WATCH

## BOULDER COUNTY BUSINESS REPORT

## WWW.BCBR.COM

## EXISTING HOME SALES

## FEBRUARY 2012 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				
						02/01/10 - 01/31/11		02/01/11 - 01/31/12	%chg	02/01/10 - 01/31/11		02/01/11 - 01/31/12	%chg	02/01/10 - 01/31/11		02/01/11 - 01/31/12	%chg		
Boulder	38	311	\$649,023	87	\$625,000	Boulder	615	625	1.6	\$640,422	\$663,282	3.6	Boulder	78	88	12.8	\$532,000	\$550,000	3.4
Broomfield	21	116	\$319,642	100	\$281,500	Broomfield	331	358	8.2	\$380,623	\$356,378	<6.4>	Broomfield	86	83	<3.5>	\$334,000	\$328,900	<1.5>
Erie	17	103	\$278,829	78	\$276,000	Erie	280	242	<13.6>	\$341,940	\$326,358	<4.6>	Erie	91	79	<13.2>	\$319,000	\$305,000	<4.4>
Lafayette	12	94	\$411,757	58	\$343,400	Lafayette	230	252	9.6	\$358,593	\$372,614	3.9	Lafayette	72	86	19.4	\$311,000	\$320,540	3.1
Longmont	44	327	\$223,137	100	\$194,500	Longmont	842	839	<.4>	\$256,215	\$246,517	<3.8>	Longmont	72	73	1.4	\$225,800	\$222,900	<1.3>
Louisville	6	57	\$488,981	110	\$460,000	Louisville	193	209	8.3	\$439,781	\$413,754	<5.9>	Louisville	54	62	14.8	\$395,000	\$380,000	<3.8>
Superior	5	46	\$471,480	79	\$435,000	Superior	104	104	0	\$425,017	\$429,240	1	Superior	49	62	26.5	\$410,300	\$379,000	<7.6>
Mountains	7	242	\$455,595	118	\$390,000	Mountains	233	256	9.9	\$417,697	\$399,339	<4.4>	Mountains	130	121	<6.9>	\$375,000	\$316,000	<15.7>
Plains	22	251	\$578,703	119	\$457,500	Plains	344	295	<14.2>	\$629,034	\$627,928	<.2>	Plains	98	112	14.3	\$478,000	\$460,000	<3.8>
<b>Total</b>	<b>172</b>	<b>1547</b>				<b>Total</b>	<b>3,172</b>	<b>3,180</b>											

## EXISTING CONDO SALES

## FEBRUARY 2012 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				
						02/01/10 - 01/31/11		02/01/11 - 01/31/12	%chg	02/01/10 - 01/31/11		02/01/11 - 01/31/12	%chg	02/01/10 - 01/31/11		02/01/11 - 01/31/12	%chg		
Boulder	35	311	\$402,932	159	\$270,000	Boulder	628	552	<12.1>	\$303,722	\$302,794	<.3>	Boulder	128	156	21.9	\$250,000	\$240,000	<4>
Broomfield	2	31	\$191,950	171	\$191,950	Broomfield	52	75	44.2	\$216,106	\$216,059	0	Broomfield	89	152	70.8	\$208,700	\$202,500	<3>
Erie	0	7	0	0	0	Erie	30	28	<6.7>	\$224,975	\$175,417	<22>	Erie	90	110	22.2	\$154,000	\$127,000	<17.5>
Lafayette	6	27	\$175,400	158	\$165,950	Lafayette	82	95	15.9	\$171,985	\$189,461	10.2	Lafayette	56	86	53.6	\$165,625	\$190,000	14.7
Longmont	11	102	\$154,080	60	\$162,000	Longmont	165	155	<6.1>	\$179,269	\$179,193	0	Longmont	82	106	29.3	\$168,000	\$165,000	<1.8>
Louisville	3	12	\$165,000	34	\$131,500	Louisville	39	35	<10.3>	\$201,580	\$195,239	<3.1>	Louisville	81	72	<11.1>	\$187,500	\$182,500	<2.7>
Superior	2	8	\$260,250	69	\$260,250	Superior	30	19	<36.7>	\$225,220	\$217,935	<3.2>	Superior	77	67	<13>	\$222,750	\$216,000	<3>
Mountains	0	1	0	0	0	Mountains	0	2	N/A	0	\$178,450	N/A	Mountains	0	98	N/A	\$178,450	N/A	N/A
Plains	3	26	\$135,166	77	\$145,500	Plains	113	74	<34.5>	\$183,642	\$208,264	13.4	Plains	102	119	16.7	\$163,000	\$184,500	13.2
<b>Total</b>	<b>62</b>	<b>525</b>				<b>Total</b>	<b>1,139</b>	<b>1,035</b>											

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# Loftus likely to nix project in Louisville

LOUISVILLE — Boulder-area developer Jim Loftus said he probably will move on to other projects following the Louisville Planning Commission's recommendation the city not approve his company's plan to convert a vacant Safeway into a mixed-use development with 180 apartments and 10,000 square feet of retail space.

Loftus Developments Inc. proposed the project on a 5.1-acre property at 707 E. South Boulder Road. The property is owned by Safeway Stores 45 Inc. Safeway closed the grocery store in 2010.

The project would have built three apartment buildings, including one built around a large parking garage. Two smaller buildings could accommodate retail or restaurants.

Residents from the surrounding neighborhood organized a vigorous effort to oppose the development. They said it was too big, would generate too much traffic and negatively impact the surrounding neighborhoods. Ultimately the commission agreed.

The March 8 meeting where the decision was made was the third commission meeting devoted to the project.

Loftus has the option to ask Louisville City Council to override the



**REAL ESTATE**

*Michael Davidson*



COURTESY THE MULHERN GROUP LTD.

The Louisville Planning Commission recently voted not to endorse a Loftus Developments Inc. project that would have replaced the vacant Safeway at 707 E. Boulder Road with a mixed-use development consisting of 180 apartments and 10,000 square feet of retail space, seen here in architectural renderings. Developer Jim Loftus said the commission's decision most likely will kill the project.



commission's vote. "We'll think about it, but right now I'd say it probably won't happen," Loftus said the day after the vote. The

number of apartments were reduced to lower the impact and please neighbors, but further reductions would have made it economically unviable, he said.

Loftus is working on other developments, both in Boulder and elsewhere. Loftus Developments is a part- ► See **Real Estate, 21A**

## REAL ESTATE from 20A

ner in an investment group building two retail developments on Baseline Road on either side of the U.S. 36 interchange. The project is known as Baseline Crossing, and work has begun on the eastern portion of the project, where an Amante Coffee and Café Mexicali are being built where a Noodles & Co. and gas station once stood. They are expected to open this year.

Loftus Developments also is part of a group of developers building a 312-apartment development in downtown Denver on the corner of 20th and Chestnut streets. The property is in between Coors Field and Union Station. The current plan for that project is for a groundbreaking in June and completion of the project 22 months after that, Loftus said.

As for Louisville, the problems of what to do with the site and how to manage redevelopment of aging retail centers are not going away, Louisville Director of Planning and Building Safety Troy Russ said.

Loftus' proposal was the first redevelopment project outside downtown that Louisville has considered, Russ said. The controversy it sparked exposed a few issues residents of Louisville, elected officials and planners will need to sort out.

"Our code is written for first-generation development," Russ said. "Our code doesn't really do well with second-generation (redevelopment), because we've never confronted it before."

In other communities, developers looking to redevelop old strip malls anchored by shuttered big box stores often seek to build multifamily residential housing or office buildings, Russ said. Those higher density projects offer better returns.

Louisville is reviewing its comprehensive plan and determining how to manage second generation development projects will be one of the planning department's priorities, Russ said.

**ABSINTHE HOUSE:** The home of the Absinthe House, a bar and nightclub in downtown Boulder, has been purchased by a limited liability corporation formed by the co-founder of Denver's Tavern Hospitality Group for \$2.3 million.

The acquisition of the property at 1109 Walnut St. is an investment opportunity, and the new owners have no plans to open a new Tavern restaurant and bar at the site, Tavern Hospitality Group co-owner Frank Schultz said.

Schultz formed Walnut Street 1109 LLC to purchase the property from Lost & Foundry Holdings LLC. The prior owners bought the property in 1997 for \$900,000.

According to property records, the building has 8,691 square feet of lounge space and a 1,392-square-foot rooftop deck. It was the home of The Foundry nightclub from 1996 to 2009.

The Absinthe House has a long-term lease and looks to be doing well, Schultz said. The purchase is an investment opportunity that arose from talks with the prior owner when

Schultz was acquiring another property in the Highlands neighborhood in Denver.

The Tavern Hospitality Group has grown into one of the Denver area's most prominent collections of nightclubs and bars, with six restaurant and bars that operate under the Tavern name and two additional nightclubs.

The group considered opening a Tavern on Boulder's University Hill at the corner of 14th Street and College Avenue, but that plan was scrapped as the group focuses on other projects, Schultz said.

Part of the reason the plan fell through was because the college demographic is not the clientele the Tavern Hospitality Group targets.

"It was too young of a crowd, and it wasn't really a fit for us," Schultz said.

The group also prefers to own its properties, and the 3,800-square-foot location in Boulder would have been leased.

Entering the Boulder market could be in the company's future, but it would be several years out. The company can handle opening a new location every two years or so, and it opened the Tavern Littleton in 2011. Other Denver-area projects are taking priority.

"It's an exciting area for us," Schultz said of Boulder. "I just don't have time."

**UPTOWN BROADWAY:** A New York-based real estate investor has purchased a commercial condominium in the Uptown Broadway development in North Boulder for \$637,230.

Ganesh Real Estate Venture LLC acquired 1200 Yarmouth Ave. Unit A from Four Mile Canyon Creek LLC. Four Mile Canyon Creek is headed by Jim Loftus, the local developer who built the mixed-use development.

The property is occupied by the Bacco Trattoria restaurant.

The sale is one of a few recent commercial condo sales at the Uptown Broadway, said Chris Boston, a broker at Gibbons-White Inc. who, along with Lynda Gibbons, represented the seller.

"The activity at Uptown Broadway has increased significantly over the last six months. The developer dropped the pricing to what is effectively a liquidation sale of the remaining units, and we have had several recent sales," Boston wrote in an email. Four vacant units remain at the development.

"Hopefully we'll sell them by the end of the year," Loftus said. "It's kind of time to move on."

Steve Sims of Gibbons-White represented the buyer in the transaction.

**TERMA MOVES:** Terma Software Labs Inc. has signed a long-term lease to relocate to a larger office in the Flatiron Park office park in Boulder.

Terma, which has 21 employees and plans on adding five before the end of the year, will move to a 10,500-square-foot office at 5555 Central Ave. in July, vice president of sales and marketing Garrett Cole said.

The company currently is located at 3005 Center Green in Boulder.

Terma makes workload automation software that integrates with larger enterprise applications developed by CA Technologies and Cisco, among others. Terma's applications provide performance analytics for the larger applications.

Chris Boston of Gibbons-White Inc. represented the landlord, Goff Capital Partners, which acquired the building in late 2011. Rob Fellows of Phelco Group LLC represented the tenant.

Goff Capital Partners will make significant improvements to the building for Terma, Boston said.

### LAFAYETTE

**PLAZA LAFAYETTE:** Lenders have initiated foreclosure proceedings against the owners of the Plaza Lafayette shopping center in Lafayette.

The 93,000-square-foot shopping center at 400 W. South Boulder Road is owned by Willow Rivers Market LLLP, which owes nearly \$2.64 million on its loan for the property, according to Boulder County property records.

Willow Rivers Market is a real estate partnership formed in 2001 by a group of investors including the late Lyman White, founder of Cheese Importers. The partnership purchased the property in 2004 from the Lafayette Urban Renewal Authority for \$4.7 million, according to property records. The shopping center was then known as the Coal Creek Shopping Center.

U.S. Bank National Association is the current holder of the note.

The ownership group had a redevelopment agreement with the City of Lafayette, which holds a second mortgage on the property, City Administrator Gary Klaphake said.

The redevelopment agreement enabled the owners and city to make significant upgrades to the shopping center, which had become severely blighted by the early 2000s, Klaphake said. A development agreement notes substantial work on the center's roof, skylights, electrical and mechanical systems and the parking lot.

"The improvements have been made. It's a much better place," he said.

Lafayette took out the second mortgage to ensure the owners would not try to flip the property after making city-financed improvements and pocket the profit, Klaphake said.

Lafayette will allow the bank to take the lead on the foreclosure process.

"We're letting the bank realign and find new owners," Klaphake said.

The loss of White, who died in a 2010 motorcycle accident, and the church were setbacks the center's owners could not recover from, especially in a challenging economy, Klaphake said.

### LONGMONT

**VISTAS SELLS:** The Vistas in Longmont senior living community has been sold to a Chicago-based real estate investment trust for \$28 million and is under new management.

Ventas Inc. (NYSE: VTR), a REIT that invests in senior housing and medical facilities across the nation, acquired the community at 2310

## Foreclosures in Boulder Valley

February 2012

City	Foreclosures Filed	Deeds Issued
Allenspark	0	0
Broomfield	19	10
Boulder	8	11
Eldorado Springs	0	0
Erie	5	2
Golden*	1	0
Gold Hill	1	0
Hygiene	0	0
Jamestown	0	0
Lafayette	6	7
Longmont	29	21
Louisville	4	1
Lyons	1	0
Nederland	4	0
Niwot	0	0
Pinecliffe	0	0
Superior	1	2
Ward	1	0
<b>TOTAL</b>	<b>80</b>	<b>43</b>
Year-to-date 2012	151	97

\* Reflects only the portion of Golden in Boulder County

Source: Boulder and Broomfield counties public trustees

Ninth Ave. The property previously had been owned by Aqua Vista LLC. Ventas formed VTR Vistas Longmont LLC to make the transaction, according to property records.

Atria Senior Living Group Inc., a Louisville, Kentucky-based company, will operate the community. Atria operates more than 120 communities with 13,000 residents in 27 states, according to its website. The company operates one other community in Colorado, in Lakewood.

Atria assumed management of the community March 1. It will retain the community's staff and management, said Michele Macmartin, a spokeswoman for the company.

Atria plans to rebrand and rename The Vistas in Longmont but has yet to determine when, Macmartin said.

**REBATE FOR GE:** GE Energy Control Systems Inc. plans to expand its facility at 1800 Nelson Road in Longmont and add 20 new employees, according to a tax incentive package approved recently by the Longmont City Council.

GE Energy Control Systems employs about 200 people in Longmont, to which it relocated in 2009 from its prior facility in Loveland. It is a unit of General Electric Co. (NYSE: GE).

GE Energy will expand its facility by about 26,000 square feet at a cost of \$565,000, according to the memo explaining the redevelopment agreement. The expansion is expected to start in the first quarter of this year, according to the company's incentive application. Its existing facility is approximately 200,000 square feet.

Longmont is giving GE Energy a 100 percent rebate of fees and taxes for the expansion, which will total approximately \$13,300.

Michael Davidson can be reached at 303-630-1943 or via email at mdavidson@bcbcr.com.

## Hey RTD officials! You've lost trust: put up or pay up

**A** promise made should be a promise kept. The Regional Transportation District would betray the trust of residents of Boulder, Broomfield, Longmont, Louisville and nearby communities if it follows staff recommendations to emphasize bus service over completion of the Northwest Rail Line.

Voters approved a 0.4 percent tax hike in 2004 for about 120 miles of rail line, to be built along nine corridors in the metro area, including the Northwest line. But circumstances have threatened completion of the FasTracks project, including price estimates that were too low and revenue projections that were too high.

The price tag for FasTracks has ballooned to \$1.7 billion, even as sales-tax revenues have dropped. Now, as other lines are nearing completion, RTD customers in the Boulder Valley might be getting the shaft.

## EDITORIAL

This is especially disconcerting, given that customers in this area are among the greatest users of RTD services, and RTD itself has projected far higher ridership in the Northwest corridor than originally anticipated.

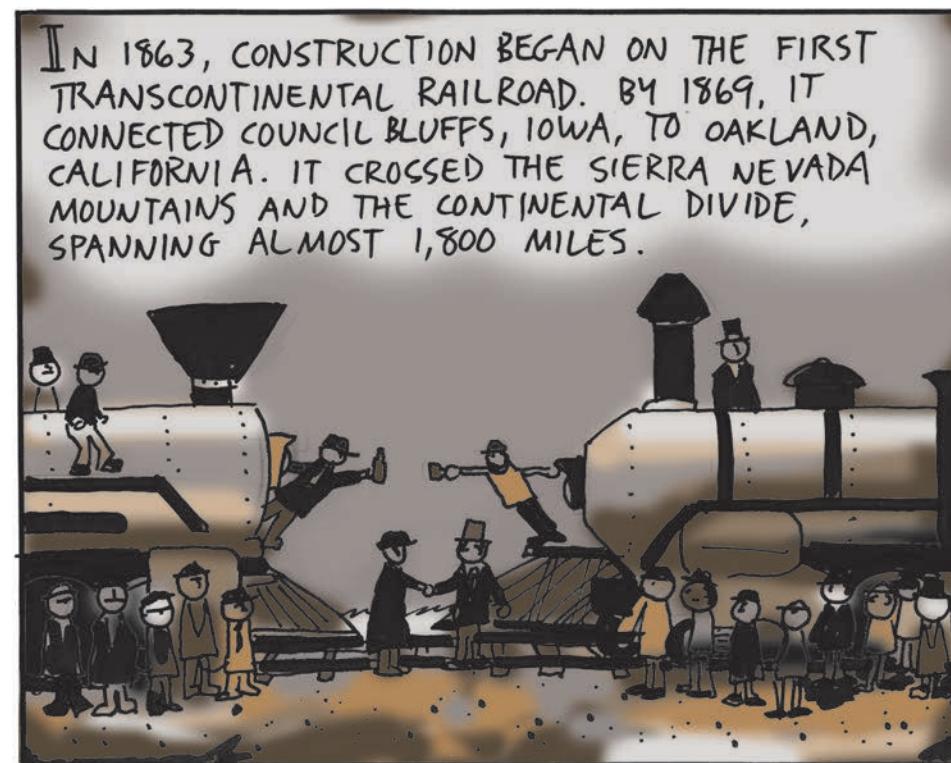
Boulder Valley officials are understandably upset. As Longmont mayor pro-tem Gabe Santos told the Boulder County Business Report, "It's unfortunate that voters, including myself, were promised that rail would come to Longmont, and now that promise is broken by RTD. Right now, I don't see RTD as very trustworthy."

RTD board members have not fully embraced the scaled-back plan, but staff members have endorsed it. The board itself will meet March 20, with one other possibility being to go back to voters for another 0.4 percent tax to complete the project, at an additional cost of \$350 million to \$450 million.

Up to this point, residents of Boulder and Broomfield counties have been paying the higher sales tax that has subsidized FasTracks projects elsewhere in the metro area. It seems only fitting that, if the rail line is not completed, an adjustment is made.

RTD officials should put up or pay up: Either secure the funds needed to fulfill the promise to residents of the Northwest corridor, or refund the monies that Boulder Valley residents have paid so that others could have rail.

Unfortunately for the Boulder Valley, the light at the end of the FasTracks tunnel is dim, and it does not appear to be an oncoming train.



IN 1863, CONSTRUCTION BEGAN ON THE FIRST TRANSCONTINENTAL RAILROAD. BY 1869, IT CONNECTED COUNCIL BLUFFS, IOWA, TO OAKLAND, CALIFORNIA. IT CROSSED THE SIERRA NEVADA MOUNTAINS AND THE CONTINENTAL DIVIDE, SPANNING ALMOST 1,800 MILES.



AND IT'S GONNA TAKE HOW LONG TO GET FASTRACKS TO LONGMONT?!!

## A tale of two eco-devo 'ifs'

### ConocoPhillips, ACE park in play

**W**ant to place a bet? I don't pretend to know what will happen with the Colorado Association for Manufacturing & Technology's planned ACE park. That's ACE, as in the Aerospace and Clean Energy Manufacturing and Innovation Park, which was planned for the former Agilent Technologies Inc. campus in Loveland.

CAMT had planned a center that it estimated would generate 7,000 to 10,000 jobs, with manufacturing companies helping to commercialize research from NASA and other groups.

The vacant Agilent site was chosen after a long process during which CAMT evaluated sites along the Front Range, including in Erie, Longmont and Louisville. But the city of Loveland, which purchased the Agilent property briefly before selling it to Bowling Green, Kentucky-based Cumberland & Western Resources LLC, is now out of the running for the project.

CAMT announced last week that Cumberland & Western's vision for the property, now known as the Rocky Mountain Center for Innovation & Technology, and CAMT's

goals were no longer aligned due to Cumberland's desire to expand the project's scope to industries other than aerospace and clean tech.

It's disappointing news for Loveland, where supporters had even launched a Facebook page, dubbed,

"ACE-Loveland: "Where Art & Science Meet."

The result? Cumberland & Western will proceed with its own plans for the Agilent site, but not with CAMT, and not with ACE.

CAMT is now reopening the search process, with the goal of locating the ACE park in the Denver-Boulder area.

Combine the ACE park with another oft-delayed project, ConocoPhillips' 7,000-job clean-tech research park announced for the former StorageTek/Sun Microsystems campus in Louisville, and you've got the potential for up to 17,000 jobs, right?

Maybe ... and maybe not.

ConocoPhillips previously put its project on "indefinite hold," and ACE itself is another big "if." I cringed when CAMT officials first used the 10,000-job figure. Really? You want

to commit yourselves to that extent?

If either one of these projects were realized, it would be transformative for the Colorado economy, not just the Boulder Valley. Either would dwarf IBM Corp. at its peak employment in Boulder.

And both make sense. ConocoPhillips would be located near the University of Colorado, the Colorado School of Mines, the National Renewable Energy Laboratory and many other federal labs in Boulder. Colorado State University is a short drive up U.S. Highway 287.

An ACE park in the Boulder Valley would also benefit from those nearby institutions, with the added bonus of being located near Ball Aerospace & Technologies and other aerospace companies in the region.

How ironic would it be if Boulder County — home to communities with an image of slow-growth, or even anti-growth sentiment — lands the two biggest economic-development initiatives in state history? (Here's an idea: Locate ACE at the ConocoPhillips campus; it might help solidify both projects.)

But don't rush to the bank just yet. ConocoPhillips and ACE represent two, mighty-big "ifs."

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

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# Cyclo-cross will boost regional economy

BY BETH POTTER

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BOULDER — Valmont Bike Park in Boulder will be the site of the 2014 USA Cycling Cyclo-Cross National Championships, an event that could bring an estimated \$1 million economic impact to the region.

The five-day event slated for January 2014 is expected to bring in an estimated 1,500 racers and as many as 4,000 spectators, said Michael Eubank, director of the city of Boulder's Valmont Bike Park. The economic impact of the event

in Boulder was estimated based on an economic impact study done in Bend, Oregon, where the event was held in 2009 and 2010, Eubank said.

The public, \$3 million bike park — built with public funds — is located on the northeast corner Valmont and Airport roads near 55th Avenue. About \$1.2 million of the cost of the park was for materials very specific to building a bike park, such as bridges and rocks, as well as amenities for riders, Eubank said.

"This is another good impact for a locale like Boulder, where tourists are typically coming here from April through the fall. We can generate

great revenue opportunities in the off-season with this, which is nice," Eubank said.

Boulder was chosen as the 2014 host city because the Valmont Bike Park venue already has hosted a national cyclo-cross race, organizers said. Zilker Park in Austin, Texas, will host the 2015 national championships, and Asheville, North Carolina, will host the 2016 event.

Event organizers will pay a fee to hold the event at the park, Eubank said, without giving specifics.

"We're definitely starting to see a return on investment for this park," Eubank said. "There's active par-

ticipation on programming, which is income-based, and events, which are income-based."

In addition, interest in the park is growing across the country, as riders here take pictures and videos and post them on the Internet. Visitors from Maine have been at the park recently, as well as a group of bike riders from Austin, Texas.

"It's a really good community investment. Go there on a Saturday, and you see families and kids, but you also see people coming from Maine, from the East Coast and West Coast. It's a unique asset," Eubank said.

## BCBRDAILY from 2A

southeast corner of Pearl Parkway and Foothills Parkway, according to the press statement.

LogRhythm plans to increase its onsite training and customer service departments at the new site.

LogRhythm said it provides its employees with bicycle racks inside its office building. The company also plans to purchase renewable energy credits in the future to offset 25 percent of its energy use.

LogRhythm also plans to participate in the city-sponsored 10 for Change challenge to reduce energy consumption by 10 percent. The 10 for Change program is funded by the city's Climate Action Plan tax. The company also plans to schedule an EnergySmart assessment on its new building some time in April. The energy efficiency program in Boulder offers rebates for upgrades that save energy at local homes and businesses. *Posted Feb. 29.*

### Law firms merge; plan growth

BROOMFIELD - Lawyers at the new Donelson Ciancio & Grant PC are bullish on growth, with plans to add three to five new colleagues during the next year.

Donelson Ciancio & Goodwin PC in Broomfield and Grant, Grant &

Gorian LLP in Longmont merged with each other on Thursday, March 1. The new firm will keep all 20 attorneys and maintain the existing offices in Broomfield and Longmont.

Financial details of the merger were not disclosed.

The merger means clients can choose from a broader array of practice areas, said Steve Donelson, a partner in the firm. The new firm offers expertise in business law, real estate and estate planning as well as in family law, tax law, civil and commercial litigation, land use law, oil and gas, water law, employment law, mediation and arbitration, personal injury and wrongful death and criminal law.

The firm is looking for additional lawyers "if the economic circumstances dictate," Donelson said.

"We feel that the Boulder-Longmont-Broomfield triangle is both growing and poised for economic development," Donelson said.

*Posted March 2.*

### MeNetwork hires new CEO

BOULDER — The MeNetwork LLC, a Boulder-based mobile marketing company founded in 2009, has named Mike Corbisiero its chairman and chief executive.

Corbisiero, a co-founder and initial

angel investor, will guide MeNetwork's future global expansion as it continues to attract customers, investors and new distribution partners, according to a company press statement. He most recently was vice president of sales at Boulder-based Symplified Inc.

MeNetwork is a mobile marketing platform that connects consumers and merchants. Businesses use the platform's Merchant Tool, a Web-based interface that allows them to create mobile campaigns quickly and distribute them to mobile phones. Consumers determine what offers they receive and when they receive them by accessing offers via MeNetwork's free app for iPhone/iPad and Android or via a SMS/text query.

"Mike was the first person I pitched that really believed in MeNetwork," said inventor and co-founder Michael "Spike" Stevens of Boulder. "He saw what I was building and understood my vision for the entire platform, and he stepped up and wrote the first check that launched us."

Corbisiero has more than 30 years of executive management experience. His background includes start-ups such as Ingres, Forte and AmberPoint, where the total exit value to the investors was more than \$1 billion.

*Posted March 5.*

### Ex-Motorola CTO to head Cellport

BOULDER - Cellport Systems Inc. in Boulder has hired wireless industry executive Ray Sokola as president.

Cellport has been a pioneer of automotive telematics technology and inventor of the first Internet-connected vehicle.

Sokola previously was vice president and chief technology officer of Motorola's \$10 billion Home and Networks division, vice president and general manager of Motorola's Telematics business and vice president of future technology at Tyco Electronics. During his 30 year career at Motorola, he was awarded 19 wireless technology patents and was a three-time winner of Motorola's Patent of the Year.

Sokola will direct Cellport's efforts to expand its U.S. and worldwide patents and partnerships in the automotive connectivity, machine-to-machine and equipment manufacturing sectors.

Founded in 1993, privately held Cellport creates automotive communications patent portfolios; connecting embedded wireless phones and hand-held devices to vehicle electronics.

*Posted March 13.*

## ADA from 9A

for making swimming pools, wading pools, and spas (pools) accessible.

Newly constructed and altered pools must meet these requirements. Public entities and public accommodations also have obligations with respect to existing pools. State and local governments must make recreational programs and services, including swimming pool programs, accessible to people with disabilities.

Public accommodations must bring existing pools into compliance with the 2010 Standards to the extent that it is readily achievable to do so. Pool lifts and sloped entries are common means for creating access to existing pools.

### What are readily achievable barrier removals?

The ADA requires that private businesses remove architectural barriers in existing facilities when it is readily achievable to do so, meaning that it can be easily accomplished without much difficulty or expense.

Readily achievable barrier removal may include providing an accessible route from a parking lot to the business's entrance, installing ramps, making curb cuts in sidewalks and entrances, widening doors, installing accessible door hardware, installing grab bars in toilet stalls, rearranging toilet partitions to increase

maneuvering space, insulating laundry pipes under sinks to prevent burns, or creating designated accessible parking spaces. When removing barriers, businesses are required to comply with the 2010 Standards to the extent possible.

### Which accessibility features take priority?

All businesses should do the best they can with what they have to achieve a level of usability that balances user needs, the constraints of existing conditions and available resources. To help balance accessibility needs with costs, the DOJ recommends following this accessibility

priority list:

Take measures to provide access so people can get in to your business.

Take measures to provide access so that people are able to use the space where goods and services are provided.

Take measures to make restrooms accessible.

Take any other measures necessary to make your business's goods, services, facilities, privileges, advantages or accommodations accessible to people with disabilities.

*Learn more about the Rocky Mountain ADA Center at [www.adainformation.org/buildingprofessionals](http://www.adainformation.org/buildingprofessionals).*

# NEW IN 2012: Reach the region's top INNOVATORS

Publication Date: March 2012

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