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Volume 31 | Issue 23 | Oct. 26 - Nov. 8, 2012

Phillips pulls out of Louisville

City set to turn page as oil giant puts 432-acre site on sale block

BY MICHAEL DAVIDSON
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LOUISVILLE — Phillips 66 has told the city of Louisville it will not build a research and training center in the city and is putting its 432-acre property up for sale.

The project, which was announced in 2008, was expected to bring 7,000 jobs and millions of dollars in investment and spending to the area.

Louisville's elected officials and city staff were informed of Phillips 66's decision Oct. 16, but the bad news was expected, Mayor Bob Muckle said.

"There's no denying that I'm personally — and Louisville as a community is — disappointed," Muckle said. "I don't think any of us are extremely surprised by the news. We understand where the company's coming from."

Louisville announced the news Oct. 17 in a press release after taking a day to inform city council members and process the news, Muckle said.

The short release is a stark contrast to the warm embrace ConocoPhillips received when it announced plans to build a major training and research center at the site in 2008. Leaders in government and the business community hailed the project as a major win for the area, and projected it to be an anchor for the emerging "new energy economy."

➤ See **Phillips, 12A**

Campus at Longmont sells for $58.3 million

Deal marks third large acquisition in year for Goff

BY MICHAEL DAVIDSON
mdavidson@bcbr.com

LONGMONT — The Campus at Longmont has new owners, following a $58.3 million deal.

Goff Capital Partners acquired the campus in mid-October from Circle Capital Longmont LLC. The portfolio includes 34 buildings and has 1.13 million square feet of office, flex and warehouse space on 130 acres, according to the Campus at Longmont's website. The price is equivalent to about $51.6 per square foot.

The deal is Goff Capital Partners' third major acquisition in a year. The partnership, which has a local office in Centennial, now owns approximately 2 million square feet and 55 properties in Boulder County. Goff Capital Partners' first acquisition was Flatiron Park in Boulder, which it bought in November 2011.

Goff Capital Partners acquired

➤ See **Campus, 13A**

DOUG STORUM

Scott Garel of Newmark Knight Frank Frederick Ross and Becky Callan Gamble, Hunter Barto and Dryden Dunsmore of Dean Callan & Co. will continue as leasing brokers for the Campus at Longmont following its sale to Goff Capital Partners.

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Pinnacol Assurance and the Boulder Chamber: Partnering to meet your workers' compensation needs.

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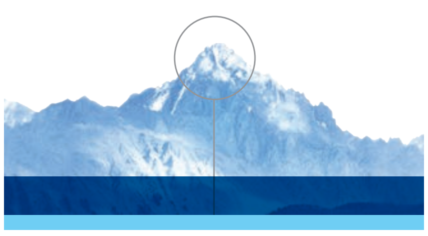

Success depends on control of 'ifs'

One of the most challenging jobs out there is that of a professional salesperson.

According to the 2010 U.S. Census, there are more than 32,000 sales and sales-related jobs in Boulder County. With an increasingly elusive prospect base, what was once a hard job has only become harder. Professional salespeople can overcome some of their "head trash" by looking at how they can respond to things in their environment that are under their control.

SALES SMARTS

Bob Bolak

Have you stopped to think just how much the word "if" is worth?

Judging by the way so many salespeople talk, it must be worth hundreds of thousands of dollars. For example:

"If I had only gotten there sooner."

"If our prices were only more competitive."

"If the economy wasn't so volatile."

"If the competition wasn't so stiff."

"If the timing was better."

"If I only had a bigger territory."

"If only they would return my calls."

"IF I WOULD ONLY TAKE RESPONSIBILITY for my actions, then I would understand that sometimes the results will be unfavorable, but in the long run I will be better off. I will be in control, my confidence and self-esteem will grow, my knowledge will expand, I will gain new courage, my sales will improve, and I will be looked upon as a true sales professional."

The list is endless.

"If" appears to account for more missed opportunities than one could imagine. The professional salesperson can't and wouldn't blame a missed sale on any of the above "if" conditions. A more likely set of "ifs" would be:

"If I had only planned more specifically what I wanted to accomplish on this call."

"If I had set the agenda for the meeting with my prospect up-front."

"If I had only discussed all the money issues with my prospect earlier in the selling process."

"If I had taken the time to listen to what my prospect was telling me, rather than being so concerned about what I wanted to tell him."

This list, too, can be very lengthy. The most important "if" is:

"If I would only take responsibility for my actions, then I would understand that sometimes the results will be unfavorable, but in the long run I will be better off. I will be in control, my confidence and self-esteem will grow, my knowledge will expand, I will gain new courage, my sales will improve, and I will be looked upon as a true sales professional."

Yes, "if" is worth a great deal of money. Whether that money is in your bank account or someone else's will be determined by the way in which you look at "ifs." Are they externalized excuses over which you supposedly have no control, or are they internal conditions over which you have an absolute control? Be careful how you answer. Remember, it's worth a lot of money.

Bob Bolak is president and owner of Sandler Training in Boulder. He can be reached at 303- 991-0502 or bbolak@sandler.com.

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TIME from 3A

skills with Katherine's information-systems management skills to put together a plan that made both types of arrangements better for everyone.

In August, they launched the website.

"Our clients are vacationers," Jim said, "and our service is to time-share owners with time they can't use."

He describes the company's service as similar to classified advertising. Timeshare owners purchase online space to market unused vacation property time for about $30 per property listing. The responsibility for closing the deal stays in the hands of the buyer.

Allowing time-share owners to market properties that are available for specific timeframes sets LodgingDeals.com apart from other travel sites, according to the Velascos.

They believe the user-friendly software Jim developed adds an appeal.

"We're just three clicks — click, sort and scroll," he said.

Another click drops down a description, photos and contact information that come directly from the resort that manages the property.

Resorts include companies such as Wyndham, Hilton, Marriott, Starwood and Disney.

"Some travel sites have people putting up great pictures but they don't show that the place is next to a bus depot," Jim said. "We're matching people with well-known resorts."

He added that LodgingDeals.com puts users in charge of their search.

"The first thing other travel sites ask for is when someone wants to go, and then people peel off layers of the onion to filter down to things like price. Instead, we let users define the outer layer of the onion, which could be starting with the number of people they want to sleep."

People looking for lodging could be focused on finding a place to have a reunion, he added. They're less interested in where to have the event and more interested in what the location accommodates.

"Our software is extremely responsive to someone who's looking for something like a place that sleeps eight," Jim added. "It won't show places that have only two bedrooms.

"We also show actual bookings that are available. A lot of times, people choose a spot they want on other sites, get excited about it and then find out it's not available the dates they want."

As a startup company, LodgingDeals.com currently runs on $350 a month, Jim said. "We've attended seminars on how to start a new company and are just trying to show that this works right now."

With 20 listings in the first two months, the company has yet to become self-sufficient but the Velascos are patient.

"We don't have mouths to feed anymore and are just trying to enjoy the journey at this point," Jim said.

Sundrop Fuels leads state in 3Q venture capital

BY BETH POTTER
bpotter@bcbr.com

Two Boulder County companies led all Colorado firms in raising venture capital in the third quarter.

Sundrop Fuels Inc. in Longmont topped every other company in the state, raising $56.3 million in the third quarter to fund its effort to build and run a biofuel refinery. Oak Investment Partners and an undisclosed firm made the investment.

Accera Inc., a Broomfield company that makes medical food to treat Alzheimer's patients, raised $18.4 million, putting it at No. 3 on the list of Colorado firms raising venture capital in the quarter from July through September. An undisclosed firm made the investment. The information comes from a MoneyTree Report compiled by PricewaterhouseCoopers and the National Venture Capital Association, based on data supplied by Thomson Reuters.

Sixteen of the 28 companies in Colorado that raised venture capital in the quarter were from Boulder or Broomfield counties. Those 16 companies raised $74.6 million of the $180.8 million raised in Colorado — a little less than half of the total for the state.

"It's always been an area where entrepreneurship has been fostered and grown," Keith Parsons, lead technology partner for the Rockies market for PricewaterhouseCoopers, said of the strength of companies in Boulder and Broomfield counties. "There's a lot of support in our (state) ecosystem in regards to startup companies."

Nationally, venture capitalists invested $6.5 billion in 890 deals in the third quarter, according to the MoneyTree report. Quarterly investment activity declined 11 percent in terms of dollars compared with the second quarter of 2012, however, when $7.3 billion was invested in 935 companies.

Colorado bucked the trend of declining investment. It was one of only two states — along with Pennsylvania — where venture-capital investment rose in the third quarter, Parsons said. Colorado also was the fifth-largest recipient of venture capital in the third quarter of any state.

"Those positive trends are a positive for our state," Parsons said.

Nationally, the software industry received the highest level of funding for all industries. Software companies drew $2.1 billion in 304 deals in the third quarter. The life-sciences industry, 181 companies — including biotechnology and medical device companies — landed $1.7 billion, according to the MoneyTree report.

Investing in Internet-specific companies was $1.7 billion in deals going to 250 companies, according to the report. The clean technology sector — generally seen as all renewable energy-related companies — saw $791 million going to 58 companies during the third quarter.

Nationally, the number of startup companies receiving venture-capital financing for the first time declined 8 percent in dollars in the third quarter. Venture capitalists invested $1 billion in 297 companies.

Venture capital investments in Boulder and Broomfield counties

Third quarter 2012 (Listed by amount of funding raised.)

Third-quarter investments in Boulder Valley: $102,519,900
Third-quarter investments in Colorado: $180,826,600
Third-quarter investments in United States: $6,488,277,300
2012 investments in Boulder Valley: $275,094,200
2012 investments in Colorado: $471,024,500
2012 investments in United States: $19,986,012,000

Company	Nature of Business	Amount Raised	Investors
Sundrop Fuels Inc. Longmont	Energy	$56,250,000	Oak Investment Partners, undisclosed firm
Accera Inc. Broomfield	Biotechnology	$18,397,000	Undisclosed firm
Lanx Inc. Broomfield	Medical devices	$6,700,000	Chicago Growth Partners, Noro-Moseley Partners
Mbio Diagnostics Inc. Boulder	Biotechnology	$3,870,000	Incubic Venture Capital
PivotDesk Boulder	Media/entertainment	$3,235,000	Foundry Group LLC, undisclosed firm.,
Modular Robotics LLC Boulder	Energy	$3,000,000	Foundry Group LLC, TechStars
Mobiplug Networks Inc. Boulder	Software	$2,702,000	Foundry Group LLC, SK Ventures, TechStars, two undisclosed firms
Door to Door Organics Inc. Lafayette	Organic products	$2,000,000	Greenmont Capital Partners
Ubooly Inc. Boulder	Software	$1,500,000	500 Startups LP, SoftTech VC, two undisclosed firms
Synopsis Surgical Inc. Boulder	Medical devices	$1,200,000	Aweida Venture Partners, DFJ Mercury, High Country Venture LLC
Mile High Organics LLC Boulder	Internet/organic products	$1,200,000	500 Startups LP, Take Advantage Venture, undisclosed firm
SpotRight Inc. Boulder	IT services	$999,900	Access Venture Partners, Grotech Ventures, undisclosed firm
Intio Inc. Broomfield	OrSoftware	$750,000	Sequel Venture Partners
Evolutionary Genomics Inc. Lafayette	Biotechnology	$436,000	Undisclosed firm
Lagrange Systems Inc. Boulder	Software	$260,000	Grotech Ventures
Winston Network Inc. Boulder	Software	$20,000	DreamIt Ventures

Source: PricewaterhouseCoopers/National Venture Capital Association MoneyTree Report, Data: Thomson Reuters

GLOBEIMMUNE from 3A

past year, he said, all in July.

"An IPO window is open when a lot of companies are filing," Traylor said. "The window is not open right now, for all intents and purposes."

Wells Fargo Securities and Piper Jaffray & Co. are joint book runners on the deal. Representatives from those national firms declined to speak about the delay, citing the quiet period surrounding an initial public offering required by the U.S. Securities and Exchange Commission. Company officials did not return calls for comment and have said in the past that they also are under the quiet period.

As of June 30, the company reported cash on hand of about $6 million and working capital of negative $3.8 million, according to documents filed with the SEC.

THE COMPANY'S DRUG PRODUCTS FOR CANCER and infectious diseases are based on its proprietary Tarmogen platform, according to SEC documents. Tarmogens activate a patient's immune system by stimulating a group of white blood cells called T cells, which destroy infected or malignant cells in the body, according to the documents.

The company's drug products for cancer and infectious diseases are based on its proprietary Tarmogen platform, according to SEC documents. Tarmogens activate a patient's immune system by stimulating a group of white blood cells called T cells, which destroy infected or malignant cells in the body, according to the documents.

GlobeImmune's lead pancreatic cancer drug is undergoing clinical trials required by the U.S. Food and Drug Administration before a drug can be marketed and sold commercially. Altogether, GlobeImmune has four Tarmogen products going through five clinical trials.

GlobeImmune is backed by venture capital companies including Morganthaler Partners LLC in Boulder and HealthCare Ventures LLC in Cambridge, Massachusetts, each of which has a 14 percent stake, according to SEC filings. Sequel Venture Partners LLC and Wexford Capital LP in Greenwich, Connecticut, hold a 9 percent stakes in the company. Lilly Ventures I LLC in Indianapolis and Medica Venture Partners in Herzliya, Israel, each hold a 6 percent stake.

The company also is collaborating on research projects with other biotechnology heavyweights in the industry — Celgene Corp. (Nasdaq: CELG) in Summit, New Jersey, and Gilead Sciences Inc. (Nasdaq: GILD) in Foster City, California.

Bosley, Gold win Esprit Entrepreneur awards

BY BETH POTTER
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BROOMFIELD — Now we know how Justin's Nut Butter LLC got its name.

Founder Justin Gold won the 2012 Esprit Entrepreneur of the Year award at the Boulder Chamber Esprit Entrepreneur award event at the Omni Interlocken Resort in Broomfield on Oct. 16.

Gold founded the company in 2004, making nut butters with a food processor in his home kitchen and selling them at the Boulder Farmers' Market. He said his roommates would steal the nut butter out of the refrigerator, and he had to label the containers "Justin's."

After a while, Gold's roommates were paying him to buy the nut butters, and the company was expanding its popular snacks into Whole Foods Market Inc. (Nasdaq: WFM) and Target Corp. (NYSE: TGT) stores across the nation. Justin's now has expanded the original nut-butter flavors to peanut butter cups and other candy bars.

We also know a little more about University of Colorado Regent Steve Bosley's relationships with the runner Frank Shorter and CU President Bruce Benson.

Both men congratulated Bosley by video for the Lifetime Achievement award he received for Esprit 2012. Bosley founded the Bolder Boulder 10K running race in 1979, which now sees 50,000 participants annually. Bosley was president and chief executive of The Bank of Boulder from 1974 to 1998.


Bosley


Gold

"You always do the right thing, because it's the right thing to do," Bosley told the dinner crowd.

Phillip Villella and Chris Petersen, founders of LogRhythm Inc. in Boulder, received the Entrepreneurs of Distinction award. So did Dale Katechis, founder of Oskar Blues Brewery LLC in Longmont, the second largest craft brewer in Colorado. Nathan Siedle, CEO at SparkFun Electronics Inc. in Boulder, also received an Entrepreneur of Distinction award.

Siedle said growing his consumer electronics company has been a "fantastic journey. I never dreamed we would be here, or this big."

Jeff Bisberg, CEO of Albeo Technologies Inc. in Boulder, and John Spiers, CEO and founder of NexGen Storage Inc. in Louisville, received the Companies to Watch award at the Esprit 2012 event.

For 28 years, the Esprit Entrepreneur event, sponsored by the Boulder Chamber, has been celebrating the success and vitality of the local entrepreneurial community and its leaders. This year, Esprit included a breakfast/lunch series in which entrepreneurs spoke, as well as the Tech Alliance Breakfast, where innovative local products were discussed.

NASA gives grant to nonprofit institute to aid study of sun

BY MICHAEL DAVIDSON
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BOULDER – The causes of solar storms, which affect communications satellites, radio signals and even airline flights and power transmission, could become clearer thanks to new technology being developed by the Southwest Research Institute in Boulder.

The institute, a nonprofit applied research and development organization based in Texas with a research center in Boulder, has received a $500,000 NASA grant to build a device that could ultimately enable scientists to take better measurements of the sun from space.

The grant is for the Solar Instrument Pointing Platform, which will fly on commercial spacecraft and optically lock onto the sun, according to Craig DeForest, a scientist at the institute and the SIPP team leader. The platform will be paired with instruments that study X-rays and ultraviolet rays that do not penetrate Earth's atmosphere.

Studying the sun is important because solar storms release large amounts of radiation and ions that can affect electronics on Earth, DeForest said.

"The reason we're doing all this is so we can understand these large storms," DeForest said.

The platform is designed to work with XCOR's Lynx spacecraft, a privately developed and operated manned vehicle that will fly half-hour flights into space. The spacecraft and SIPP are scheduled to be launched in the summer of 2014.

Currently, researchers have to rely on rockets to carry instruments into space.

PHILLIPS from 1A

The property was acquired by ConocoPhillips (NYSE: COP), one of the world's largest oil and gas companies. The company paid $55.6 million for the property, according to Boulder County property records. Phillips 66 inherited the land when ConocoPhillips split into separate extraction and refining companies in 2011.

In the years after the announcement, ConocoPhillips made its commitment to the project clear. The company in 2010 filed preliminary site development plans that envisioned 2.5 million square feet of research and office space at the site. The first 1.6 million square feet were to be completed by 2013, according to plans at the time. ConocoPhillips also demolished the 1.8 million square feet of buildings on the site that previously housed Storage Technology Corp.

But as the worldwide economic slump continued, signs began emerging that ConocoPhillips might back out of the project. After its preliminary plans were approved by Louisville, ConocoPhillips twice asked for extensions before filing its final site plans.

Louisville leaders publicly said they remained optimistic, but by earlier this year they had a growing sense of pessimism. When ConocoPhillips spun off its refining and retail assets to Phillips 66 in 2011, the new company also got the Louisville project.

Phillips 66's corporate focus did not seem to be aligned with the vision for the research center, which was to develop alternative fuels, Louisville economic development director Aaron DeJong said.

A close look at the new company's needs and facilities also suggested the Louisville center was not meant to be, Muckle said. Phillips 66 is planning to build a new corporate headquarters campus in Houston, and retained existing research facilities in Bartlesville, Oklahoma. Given those assets, Muckle said, a multimillion-dollar investment in a new campus began looking redundant.

In the past few months, the project's cancellation seemed like a matter of time, Metro Denver Economic Development Corp. chief executive Tom Clark said.

"We've been waiting for the other shoe to drop, and now it has," Clark said.

Phillips 66 did not issue an announcement about the matter, but spokesman Rich Johnson confirmed it in a short email statement.

"After careful consideration of the needs of the new company and its employees, Phillips 66 has decided to sell its 432-acre property in Louisville, Colo. Phillips 66's predecessor company, ConocoPhillips, purchased the Louisville property in 2008. As a result of the repositioning of ConocoPhillips into two independent energy companies, the Louisville site became an asset of Phillips 66," the statement said.

Phillips 66 has not identified a broker to help it sell the property, Muckle said. Louisville will do what it can to promote the property, and the company has given Louisville some cause for optimism.

"They've assured us they'll work hard to find a new user of the property that will be compatible with our community and beneficial for the region," he said.

Louisville has not formally considered other uses for the site, but Muckle said he would like to see it remain a corporate campus, perhaps with a few companies acquiring large parcels.

Fiscally, the city will be OK because it never included projections of how much money the center would generate into its long-term forecasts or annual budgets, he said.

Being told definitively that Phillips will not come to Louisville "is the second-best option," between the company actually building the facility and the worse option of continuing the protracted waiting game, Muckle said.

Still, Phillips' decision will reverberate far beyond Louisville.

"I don't want to downplay the significance," he said. "I think it's a hit to the region."

Just how much of a hit is to be determined, but it might not be too bad.

"Right now, Boulder, Boulder County and the metro Denver area have a diverse enough economy with the presence of enough companies in key industries that I don't think we're going to see a negative ripple effect," Boulder Economic Council executive director Clif Harald said.

The announcement's timing also could soften the blow. The metro Denver region has added about 33,000 jobs in the past year, and the economy is recovering. Had ConocoPhillips pulled the plug in the depths of the recession, the effect on local morale might have been different.

"Psychologically, it might have felt a lot more painful," Clark said.

Louisville already is trying to turn the page.

"We kind of knew it was going to happen, but knowing formally is good so we can move forward and find a new use for the site," DeJong said. "It makes my job easier. … It's been tough answering the question" of when the campus would be built.

The property, which overlooks U.S. Highway 36, formerly was the site of Storage Technology Corp. and later Sun Microsystems Inc. It still retains all the positive aspects that attracted ConocoPhillips to it, Louisville officials believe.

"It's probably the best large development site in the metro area, and it's ready for development," Muckle said.

ConocoPhillips' decision to buy the property in the first place is an endorsement from a major company, Clark said, and that's a selling point.

It "gives it a certain cachet," he said, "if someone as good as that company thought it was a great place."

San Diego-based software firm buys Aegis

Lafayette facility likely to stay open after sale to Accelrys

BY BETH POTTER
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LAFAYETTE — Privately held software firm Aegis Analytical Corp. was bought by publicly traded scientific software company Accelrys Inc. for $30 million in cash, the two companies said Tuesday, Oct. 23.

San Diego-based Accelrys (Nasdaq: ACCL) will keep key members of the Aegis management team and some employees as part of the transaction, according to a press statement. Specific employee numbers were not immediately available. Aegis is expected to remain at its Boulder County location at 1380 Forest Park Circle, Suite 200, Lafayette.

Aegis makes software that biotechnology and pharmaceutical customer companies use to manage manufacturing, quality and product development data. Accelrys makes software that handles process management and compliance for customer companies in biotechnology and pharmaceutical industries, as well as in the oil and gas, food and beverage and semiconductor industries, among others.

"This acquisition brings significant value to Aegis' customers, offering them a comprehensive software portfolio for managing the scientific innovation lifecycle and providing them access to the global resources of an industry leader," Robert Di Scipio, president and chief executive officer of Aegis, said in the press statement.

In general, software made by both Aegis and Accelrys helps customer companies spot trends and forecast outcomes related to manufacturing. Such software also is used to help companies in regulated environments — especially biotechnology companies that must comply with U.S. Food and Drug Administration requirements — to meet regulations.

> **This acquisition brings significant value to Aegis' customers, offering them a comprehensive software portfolio for managing the scientific innovation lifecycle and providing them access to the global resources of an industry leader.**
>
> Robert Di Scipio
> PRESIDENT/CEO,
> AEGIS ANALYTICAL CORP.

"The industries we serve are undergoing significant changes, requiring them to move from a status quo approach to one that breaks down the barriers to operational excellence, innovation productivity and global competitiveness," Max Carnecchia, Accelrys president and chief executive, said in the statement.

Aegis has more than 15 years of experience in process development and manufacturing.

Accelrys employs more than 200 scientists. Its software is used by more than 1,300 companies. Company stock was trading at $8.74 at the market close on, 9 cents higher than Monday's closing price of $8.65. The stock has traded at a low of $6 and a high of $9.59 in the past year.

CAMPUS from **1A**

the Campus at Longmont for the same reasons it bought Flatiron Park, managing principal Conrad Suszynski said. Goff's acquisition targets are large portfolios in attractive markets, and the two business parks Goff now owns were among the largest portfolios in Boulder County.

"We do like concentrated plays. It's basically Flatiron Park all over again," Suszynski said.

Suszynski said a highly educated workforce, high quality of life and a strong entrepreneurial climate are reasons companies like relocating to or expanding in Boulder and Longmont. The mix of potential tenants and the property also made the Campus an attractive purchase.

"The types of tenants expanding and moving into the area tend to be tech companies, and the Campus at Longmont caters to that market," Suszynski said.

> **The types of tenants expanding and moving into the area tend to be tech companies, and the Campus at Longmont caters to that market.**
>
> Conrad Suszynski
> MANAGING PRINCIPAL,
> FLATIRON PARK

Circle Capital Longmont LLC, co-owned by Terry Fitzpatrick and R. Randall Clark, named the properties the Campus at Longmont after buying the properties in 2005 as part of a 2 million-square-foot portfolio from Pratt Properties in a $142 million deal. That price is about $71 per square foot.

Longmont Diagonal Investments LP, a partnership formed by Goff, is the legal entity formed to make the acquisition and is the owner of the 34 buildings. No outside brokers were involved in negotiating the deal.

Goff Capital Partners was under contract since mid-summer, Suszynski said. The relationship between Goff and Circle Capital goes back to late last year, when Goff Capital Partners hired Steve Eaton and Ted Hinchman from Circle Capital. Goff also began managing Circle Capital's assets.

"We've effectively been running the portfolio since November," Suszynski said.

Goff Capital Partners is not expecting to make dramatic changes to the property or management.

"I think it's been managed extremely well. The most significant changes we would like to make are some aesthetic capital improvements, upgrading the look of the outside and interior space," Suszynski said.

The Campus' property management team will join Flatiron Property Management, a newly formed company, to manage the buildings. Kory Cash will be the general manager of the new company.

"For our customers, I truly expect we'll be able to deliver a seamless transition," Cash said. "We're essentially working in the same seats doing the same things."

Scott Garel of Newmark Knight Frank Frederick Ross and Becky Callan Gamble, Hunter Barto and Dryden Dunsmore of Dean Callan & Co. will continue as the leasing brokers.

Suszynski declined to reveal the occupancy rate for the buildings. According to the Longmont Area Economic Council, the vacancy rate for all Longmont is 17.2 percent.

Goff entered the Boulder market last year when a joint venture it led bought 19 properties in the Flatiron Park business park, including the entire portfolio of Flatiron Park Co., giving it about 742,000 square feet. The total purchase price was more than $67.8 million, which equates to more than $91 per square foot, according to Boulder County property records.

Goff then bought the Diagonal Tech Center in Longmont, a two-building, 123,200-square-foot complex located at 1625 and 1721 Fordham St. That acquisition cost $6.875 million, or $55 per square foot.

Goff Capital Partners has been able to boost occupancy rates at Flatiron Park since acquiring the property. Last year, the occupancy rate for their properties was less than 60 percent; now it is in the mid '70s, Suszynski said.

Despite their proximity and similarities, Goff Capital Partners does not consider the Campus at Longmont and Flatiron Park to be competing properties.

"I think we're just optimizing for tenants. We can accommodate whatever they like," Suszynski said. "We don't find a lot of tenants shopping both."

Tidy profit

Since acquiring the properties from Pratt, Circle Capital has sold portions of its holdings. According to Boulder County property records, Circle Capital sold the properties for $158.67 million, a $16.6 million profit.

In 2006, Circle Capital Longmont sold the building at 2402 Clover Basin for $60.5 million. The 461,000-square-foot space was once occupied by Maxtor Corp., is owned by a real estate investment trust based in the Northeast, and currently is vacant and available for sublet, Longmont Area Economic Council president and CEO John Cody said.

Also in 2006, Circle Capital sold the 28,744-square-foot building at 2600 Trade Center Ave. and the 43,122-square-foot building at 2620 Trade Center Ave. for $6.79 million.

Circle Capital sold 2040 Miller Drive, a 62,200-square-foot building, to Flagstaff Building Corp. for $4.98 million in 2008. In 2011 it sold three buildings totaling more than 268,000 square feet for $28.1 million to FGECO LLC, a New York City-based company. The tenants in FGECO's properties include the Longmont campus of Front Range Community College.

The final sale now closes the book on Circle Capital's time in Longmont.

"From what I can tell they were good landlords," Cody said, "and they did a good job with what they had."

EXECSTYLE

15A | Microbreweries and Brewpubs

FOCUS: MICROBREWERIES

6 local craft brewers toasted at fest

Twisted Pine wins medals for mead, stout

BY MICHAEL DAVIDSON
mdavidson@bcbr.com

MICHAEL DAVIDSON

Bob Baile, Twisted Pine Brewing Co. co-owner and managing partner, hoists a beer in his company's brew room in Boulder. Twisted Pine produces about 5,000 barrels a year, distributes to eight states and employs 22 people.

BOULDER — Bob Baile and Twisted Pine Brewing Co. live by the motto that "It's not the size of the brewery, it's how you use it."

If Twisted Pine's achievements in 2012 are any indication, the Boulder craft brewery has been using its brewery very well.

Twisted Pine was one of the big winners this month at the Great American Beer Festival. The brewery took home a gold and bronze medal at the festival, which is the largest commercial beer competition in the world and is hosted annually in Denver. The Great American Beer Festival is run by the Boulder-based Brewers Association.

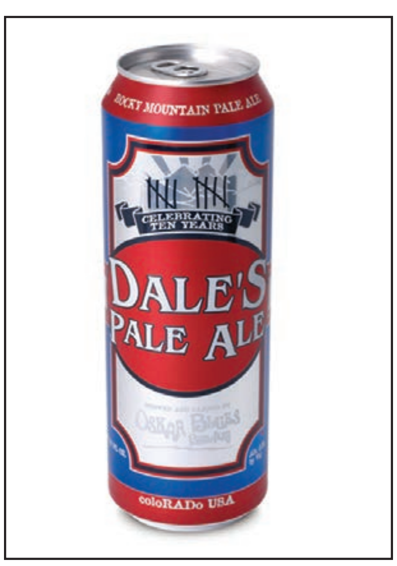
Twisted Pine was one of six craft breweries in Boulder and Longmont to win a medal at this year's festival, and it was the only multiple medalist. The breweries shared seven medals between them.

"It's quite an achievement, and we're always very, very proud whenever we win. The Great American Beer Festival is our Pulitzer Prize. It really makes the staff feel really, really good to see their work recognized," said Baile, Twisted Pine's co-owner and managing partner.

Twisted Pine won gold in the Specialty Honey Beer category for its West Bound Braggot, beating out 32 other entries. West Bound Braggot was produced in limited quantities earlier this year and has pretty much sold out outside of Twisted Pine's tap room, Baile said. It remains on tap at Twisted Pine's ale house.

Braggot is a variety of mead, an alcohol made with honey that has a history that goes back thousands of years. Modern meads such as West Bound Braggot are a combination of honey, malt and hops that try to recreate the drink that was a favorite in the Middle Ages.

➤ See **Toasted, 21A**



COURTESY BALL CORP.

Oskar Blues Brewery of Longmont introduces the first beer packaged in Ball Corp.'s new Royal Pint 568 milliliter can.

Ball provides 'Royal' package for Oskar Blues' pale ale

BY BUSINESS REPORT STAFF
news@bcbr.com

BROOMFIELD/LONGMONT - Ball Corp. has teamed with Oskar Blues Brewery LLC of Longmont to introduce the first beer packaged in a Royal Pint can for the North American market.

Oskar Blues will fill the super-sized can with its signature brew, Dale's Pale Ale.

"2012 marks the 10th anniversary of the debut of Dale's Pale Ale as the first craft beer available in recyclable aluminum cans in North America," said Chad Melis, marketing director for Oskar Blues Brewery.

"We wanted to go big with our anniversary celebration and launching Dale's in Ball's new Royal Pint size is another first for Oskar Blues."

The Dale's Pale Ale Royal Pint initially will feature special-edition graphics and will later be available with the same signature graphics as the Dale's Pale Ale 12-ounce aluminum can.

Ball (NYSE: BLL), is the only can manufacturer in North America to make the Royal Pint, which is approximately the height of a 24-ounce can and the diameter of a 16-ounce can. Oskar Blues is the first brewer in North America — craft or otherwise — to package beer in the sleek-looking can.

"The 568-millileter (19.2-ounce) can offers our North American customers a new option to differentiate their brands and appeal to consumers," said Robert M. Miles, senior vice president for sales in Ball's metal beverage packaging division for the Americas. "Can size is an important element of branding, and it is fitting that Oskar Blues is commemorating this special anniversary in a can size that is new to North America."

Founded by Dale Katechis in 1997 as a brew pub and grill, Oskar Blues Brewery launched its craft-brewed beer canning operations in 2002 in Lyons. Oskar Blues was the first American craft brewery to can its beer.

BUSINESS REPORT **LIST**

MICROBREWERIES AND BREWPUBS

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

RANK	Company	No. of barrels brewed 2011 No. of barrels brewed 2010	No. of employees in Boulder and Broomfield counties	Brand name of beers	Do you accept checks? Credit cards accepted:	Days and hours open:	Person in charge Website Year founded
1	OSKAR BLUES BREWERY & TASTY WEASEL TAPROOM 1800 Pike Road, Unit B Longmont, CO 80501 303-776-1914/303-684-9021	59,000 42,000	75	Dale's Pale Ale, Old Chub Scottish Ale, G'Knight Imperial Red IPA, Deviant Dale's IPA, Ten FIDY Imperial Stout, Mama's Little Yella Pils, Gubna Imperial IPA	No Visa, MasterCard, Discover, American Express, Diners Club	12 p.m. to 8 p.m. daily	Dale Katechis, owner www.oskarblues.com 1997
2	LEFT HAND BREWING CO. 1265 Boston Ave. Longmont, CO 80501 303-772-0258/303-772-9572	36,833 24,651	64	Sawtooth Ale, Milk Stout Nitro, 400 Pound Monkey, Polestar Pilsner, Black Jack Porter, Stranger Pale Ale, Wake Up Dead Stout, Good Juju, Oktoberfest, Warrior IPA, Fade to Black, Barrel Aged Wake up, Chainsaw, Twin Sisters, Smokejumper, St. Vrain Trippel and other seasonal beers	Yes MasterCard, Visa, Discover	Mon. to Thurs., 3 to 8 p.m., Fri. and Sat., 12 to 9 p.m., Sun., 12 to 8 p.m. with live music	Eric Wallace, president and co-founder www.lefthandbrewing.com 1993
3	AVERY BREWING CO. 5763 Arapahoe Ave. Boulder, CO 80303-1350 303-440-4324/303-786-8790	35,248 21,650	80	Twenty different, year-round and seasonal beers, plus special barrel-aged beers only available in our tap room.	No Visa, MasterCard, American Express, Discover	Daily, 11 a.m. to 11 p.m. except certain holidays	Adam Keith Avery, president www.averybrewing.com 1993
4	BOULDER BEER CO. BREWERY & PUB 2880 Wilderness Place Boulder, CO 80301-2258 303-444-8448/303-444-4796	29,000 26,585	N/A	Singletrack Copper Ale, Hazed & Infused, Buffalo Gold, MoJo IPA, Kinda Blue blueberry wheat, Planet Porter, Sweaty Betty Blonde wheat beer, Never Summer, Hoopla Pale Ale Brewers Dozen, Obo Void	Yes Visa, MasterCard, American Express	Mon. to Fri., 11 a.m. to 10 p.m.; Saturday, 12 to 8 p.m.	Jeff Brown, president www.boulderbeer.com 1979
5	TWISTED PINE BREWING CO. 3201 Walnut St., Suite A Boulder, CO 80301-2112 303-786-9270/303-546-6871	4,800 3,600	22	Hoppy Boy IPA, Tall Hoppy Cans, Billy's Chilies, Twisted Amber, Raspberry Wheat, Twisted Blonde, Honey Brown Ale, Northstar Imperial Porter, Big Shot Espresso Stout, Hoppy Knight, Crate of Ales, Oak Whiskey Red, Artisan Ale Series, Carrot IPA, Red Rye-der RyePA, Rocky Mpuntain Wheat, Pearl St Porter	Yes Visa, MasterCard	Mon. to Fri., 11 to 9 p.m., Sat., 12 to 9 p.m. and Sun., 11 to 9 p.m.	Robert Baile, owner www.twistedpinebrewing.com 1995
6	UPSLOPE BREWING CO. 1501 Lee Hill Road, No. 20 Boulder, CO 80304 303-449-2911	3,800 2,400	22	Upslope Pale Ale, Upslope India Pale Ale, Upslope Craft Lager, Upslope Pumpkin Ale, Upslope Brown Ale, Upslope Foreign Style Stout, Upslope Belgian-Style Pale Ale, Upslope Christmas Ale	Yes Visa, MasterCard	Tasting, tours and pints, Sun. to Thurs., 2 to 8 p.m.; Fri. and Sat., 2 to 9 p.m.	Matt Cutter, founder www.upslopebrewing.com 2008
7	WALNUT BREWERY 1123 Walnut St. Boulder, CO 80302-5116 303-447-1345/303-447-0067	984 1,200	60	St. James Irish Red Ale, Buffalo Gold, Indian Peaks Pale Ale, Old Elk Brown Ale, Specialty Dark, Seasonal Wheat Beer	Yes AMEX, Discover, MasterCard,Visa	Mon. to Sun., 11 a.m. to 12 a.m. last call	Kory Kilmer, general manager www.walnutbrewery.com 1990
8	GORDON BIERSCH BREWERY RESTAURANT 1 W. Flatiron Circle, Suite 428 Broomfield, CO 80021 720-887-2991/720-887-6937	761 1,100	60	Golden Export, Hefeweizen, Blonde Bock, Czech Style Pilsner, Marzen, Schwarzbier, seasonal	No Visa, MasterCard, Discover, American Express	Mon. - Sat., 11 a.m. to midnight; Sun., 11 a.m. to 10 p.m	Tina King, general manager www.gordonbiersch.com 1988
9	ASHER BREWING CO. 4699 Nautilus Court, Suite 104 Boulder, CO 80301 303-530-1381	700 420	5	Green Lantern Kolsch, Tree Hugger Amber, Green Bullet IPA, Greenade IIPA, Green Monstah	No Visa, Mastercard, Discover	Mon-Wed 3-9 p.m., Thurs-Sat 2-10 p.m., Sunday 2-9 p.m.	Chris Asher, owner/brewer www.asherbrewing.com 2009
10	REDSTONE MEADERY 4700 Pearl St., Suite 2A Boulder, CO 80301 720-406-1215/303-245-7001	575 525	N/A	Nectars, Mountain Honey Wines, Redstone Reserves	No MasterCard, Visa, Discover	Mon. to Fri., 12 to 6:30 p.m. (tours at 1 and 3 p.m.); Sat., 12 to 5 p.m. (tour at 12:30 p.m.); closed Sundays	David Myers, founder www.redstonemeadery.com 1999
11	WILD MOUNTAIN SMOKEHOUSE & BREWERY 70 E. First St. Nederland, CO 80466 303-258-9453	396 370	25	Otis Pale Ale, Hop Diggity IPA, Redemption Oatmeal Stout, 6 Feet Under ESB, BIG Ned Red, Mountain Mama's Cherry Wheat, Jumpin' Jamaican Java Porter	No Visa, Master Card, American Express, Discover	Winter Hours: Sun. to Thurs., 11:30 a.m. to 8:30 p.m. Fri. and Sat., 11 a.m. - 9:30 p.m.	Cori Boogaard, co-owner, general manager Tom Boogaard, co-owner www.wildmountainsb.com 2007
12	BOOTSTRAP BREWING 6778 79th St. Niwot, CO 80503 303-652-4186	0 0	0	Insane Rush IPA, 1956 Golden Ale, Backfire Chili, Flagstaff Amber, Worthog Stout	No Visa, MasterCard	Daily 3-8 p.m.	Steve and Leslie Kaczeus, owners www.bootstrapbrewing.com 2012
13	BRU HANDBUILT ALES 3974 Arbol Court Boulder, CO 80301 720-238-2394	0 0	1	Obitus brown ale, Citrum IPA, Beezel belgian style golden ale, Belux belgian style pale ale, Sasquash roasted pumpkin porter, Beavers BRU smoked scotch ale	Yes no	N/A	Ian Clark, founder/brewmaster www.bruboulder.com 2012
14	GRAVITY BREWING 1150 Pine St., Unit B Louisville, CO 80027 303-544-0746	0 0	5	Coolship (Belgian Wit), Accretion (Belgian Abbey), Mendacious (Belgian Blonde), Regular (IPA), Acceleration (Double IPA), Tsar Bomba (Russian Imperial Stout)	Yes Master Card, Visa, Amex, Discover	Wed. 4-9 p.m., Thu. 4-9 p.m., Fri. 3-10 p.m., Sat. 2-10 p.m., Sun. 3-8 p.m.	John Frazee, founder/brewer Julius Hummer, brewmaster Ryan Bowers, managing partner www.thegravitybrewing.com 2010
15	WEST FLANDERS BREWING CO. 1125 Pearl St. Boulder , CO 80302 303-447-2739	0 0	50	Angry Monk, Daisy Cutter, Third Kingdom India Pale Ale, Canniption Pale Ale, ESB, Trippel Lutz	No Visa, Master Card, AMEX	11 a.m.-11 p.m.	Mark Heinritz, partner Chris Heinritz, partner Barry Wolfman, partner www.wfbrews.com 2012
16	NEW PLANET BEER CO. 3980 Broadway, Suite 103 — PMB 116 Boulder, CO 80304 303-499-4978/303-648-4921	N/A N/A	5	Three gluten-free beers: Tread Lightly Ale (blonde ale), 3R Raspberry Ale and Off Grid Pale Ale	No N/A	N/A	Pedro Gonzalez, president www.newplanetbeer.com 2008
17	SHINE BREWING CO. 2027 13th St. Boulder, CO 80302 303-449-0120	N/A N/A	50	Pohoda pilsner, Down Dog Imperial Red, Liberation Gluten Free, Shine Pale Ale, Trilogy IPA, Sanitas Imperial Stout, look for seasonal offerings and barrel aged beers	No Visa, Mastercard, Discover, Amex	11a.m. to 11p.m. weekdays. 10 a.m. to 1 p.m. weekends	Jill,Jessica, Jennifer Emich, owners shineboulder.com 2011

N/A: Not available.

BJ's Pizza Grill & Brewery, Mountain Sun Pub & Brewery and Southern Sun Pub & Brewery did not respond at the time of publication.

Researched by Mariah Gant

Source: Business Report Survey

FOR THE RECORD

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

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.

This information is obtained from SKLD Information Services.

BANKRUPTCIES

Boulder County

Chapter 7

MARY LUCILLE ROCKHOLD, 2042 YEAGER DR, LONGMONT; CASE #2012-29845, DATE FILED: 9/25/2012.

BARBARA ANN SHEA, 1044 COLLYER STREET, LONGMONT; CASE #2012-29857, DATE FILED: 9/25/2012.

DANIEL LEVINE, 625 GRANT AVE, LOUISVILLE; CASE #2012-29859, DATE FILED: 9/25/2012.

JOHN Y MATHESEN, 2635 MAPLETON AVE LOT 51, BOULDER; CASE #2012-29919, DATE FILED: 9/26/2012.

CHRISTIAN DAVID MULLER, 1026 VALLEY LN, BOULDER; CASE #2012-29925, DATE FILED: 9/26/2012.

ROBIN LYNN WATERBURY, 940 KIMBARK ST UNIT C, LONGMONT; CASE #2012-29926, DATE FILED: 9/26/2012.

JOSEPH STEVEN SNOOK, 245 S 38TH ST, BOULDER; CASE #2012-29931, DATE FILED: 9/26/2012.

RODRIGO EFRAIM RODRIGUEZ, 2727 NELSON RD #S106, LONGMONT; CASE #2012-29950, DATE FILED: 9/26/2012.

JASON ALAN CRYNES, 2535 SUNSET DR #252, LONGMONT; CASE #2012-30039, DATE FILED: 9/27/2012.

NATHAN CRAIG LEVI, 1054 ILIAD WAY, BOULDER; CASE #2012-30219, DATE FILED: 9/28/2012.

PHILLIP DAVID WHITE, 1049 CHAMPION CIRCLE, LONGMONT; CASE #2012-30226, DATE FILED: 9/28/2012.

JEFFREY CALVIN WHITE, 1346 SUNSET ST APT 11, LONGMONT; CASE #2012-30227, DATE FILED: 9/28/2012.

RICARDO ENRIQUE AYALA, 11057 WILD BASIN, LONGMONT; CASE #2012-30307, DATE FILED: 9/28/2012.

DAPHNE ANNE MARIE BLOCH, 7369 PEBBLE COURT, NIWOT; CASE #2012-30333, DATE FILED: 9/29/2012.

CAROL ANNE NITZEL, 1344 MERL PL, LONGMONT; CASE #2012-30388, DATE FILED: 10/1/2012.

JEROD ROBERT WOOD, 10650 DURANGO PL, LONGMONT; CASE #2012-30405, DATE FILED: 10/1/2012.

JUN DALESSANDRO, 6994 FIREROCK CT, BOULDER; CASE #2012-30406, DATE FILED: 10/1/2012.

ANDREW RICHARD ZICKLIN, 828 UNIVERSITY AVENUE, BOULDER; CASE #2012-30445, DATE FILED: 10/2/2012.

JILL CHRISTINA AUGHTRY, 2493 AZALEA WAY, ERIE; CASE #2012-30520, DATE FILED: 10/2/2012.

CHRIS DAVID STUCKENSCHNEIDER, 801 TURPIN WAY, ERIE; CASE #2012-30521, DATE FILED: 10/2/2012.

VINCENT ALLAN GARCIA, 732 GRANT STREET, LOUISVILLE; CASE #2012-30522, DATE FILED: 10/2/2012.

BONNIE J MILLION, 704 BROOKLAWN DRIVE, BOULDER; CASE #2012-30532, DATE FILED: 10/3/2012.

JASON CLARK DICKERSON, 113 EMSON DR, LONGMONT; CASE #2012-30564, DATE FILED: 10/3/2012.

JANICE ROSALES FLOOD, PO BOX 383, LYONS; CASE #2012-30571, DATE FILED: 10/3/2012.

MELINDA L ZAHNER, 3060 29TH STREET #6, BOULDER; CASE #2012-30577, DATE FILED: 10/3/2012.

GERALD WAYNE BASHOR, 1710 SUNLIGHT DRIVE, LONGMONT; CASE #2012-30673, DATE FILED: 10/4/2012.

Chapter 11

BIG SANDY HOLDING COMPANY, 1726 HOVER STREET, LONGMONT; CASE #2012-30138, DATE FILED: 9/27/2012.

Chapter 13

JAMES ALEXANDER MALDONADO, 914 BRAGG PL, LONGMONT; CASE #2012-29840, DATE FILED: 9/25/2012.

BRETT ANTHONY YAMADA, 2325 15TH AVE, LONGMONT; CASE #2012-30134, DATE FILED: 9/27/2012.

MICHAEL CORY LYTTLE, 407 ORD DRIVE, BOULDER; CASE #2012-30298, DATE FILED: 9/28/2012.

KENNETH A ATKINSON, 232 RIVERVIEW CT, LONGMONT; CASE #2012-30410, DATE FILED: 10/1/2012.

PAULA F MOSELEY, 335 30TH ST, BOULDER; CASE #2012-30526, DATE FILED: 10/3/2012.

Broomfield County

Chapter 7

STEPHANIE ANN RIGGS, 16488 ALIANTE DRIVE, BROOMFIELD; CASE #2012-29942, DATE FILED: 9/26/2012.

RANDALL GLENN ALLMAN, 10435 W 107TH PLACE, BROOMFIELD; CASE #2012-30009, DATE FILED: 9/26/2012.

MITCHELL D GOOD, 2885 E MIDWAY BLVD LOT 161, BROOMFIELD; CASE #2012-30045, DATE FILED: 9/27/2012.

PATRICK DONOVAN KAGE, 1371 BELLEAIRE ST, BROOMFIELD; CASE #2012-30064, DATE FILED: 9/27/2012.

RICHARD DARRYL DEBARRIS, 2908 W 134TH PLACE, BROOMFIELD; CASE #2012-30188, DATE FILED: 9/28/2012.

RYAN MICHAEL DUNLAP, 135 PEREGRINE CIR, BROOMFIELD; CASE #2012-30200, DATE FILED: 9/28/2012.

EDWARD ARTHUR HAVILAND, 9331 WEST 90TH PLACE, BROOMFIELD; CASE #2012-30383, DATE FILED: 10/1/2012.

RACHEL CATHLEEN GARDUNO, 4316 CAMBRIDGE AVE, BROOMFIELD; CASE #2012-30449, DATE FILED: 10/2/2012.

MICHAEL WILLIAM MARGHEIM, 12431 MARIA CIRCLE, BROOMFIELD; CASE #2012-30464, DATE FILED: 10/2/2012.

TODD JOSEPH SHEFCHIK, 12549 BRYANT ST, BROOMFIELD; CASE #2012-30637, DATE FILED: 10/4/2012.

Chapter 13

ALYSHA DURAN, 5023 W 120TH AVE # 174, BROOMFIELD; CASE #2012-30507, DATE FILED: 10/2/2012.

FORECLOSURES

Boulder County

BORROWER: MARK E MEADORS, 507 E EMMA ST, LAFAYETTE. LENDER: JPMORGAN CHASE BANK, AMOUNT DUE: $48201. CASE #3251424. 9/14/2012

BORROWER: DENA R MILL, 1624 SUNDANCE PL, LONGMONT. LENDER: US BANK NATIONAL ASSOCIATION T, AMOUNT DUE: $596000. CASE #3251425. 9/14/2012

BORROWER: ZEV C & NESHAMA A PAISS, 1460 QUINCE AVE #102, BOULDER. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: $338356. CASE #3251426. 9/14/2012

BORROWER: SABRINA ARNOLD, 1608 MEEKER DR, LONGMONT. LENDER: COLORADO HOUSING AND FINANCE A, AMOUNT DUE: $164932. CASE #3251906. 9/17/2012

BORROWER: DEBRA BAROS, 3565 MOORHEAD AVE, BOULDER. LENDER: WELLS FARGO BANK, AMOUNT DUE: $212721. CASE #3251907. 9/17/2012

BORROWER: MARTHA R MONDRAGON, 1343 MCCLURE DR, LONGMONT. LENDER: BK AM, AMOUNT DUE: $196779. CASE #3251913. 9/17/2012

BORROWER: FRANCIS M & DIANA L ANDERSON, 528 SAINT ANDREWS DR, LONGMONT. LENDER: CITIMORTGAGE INC, AMOUNT DUE: $218246. CASE #3252203. 9/18/2012

BORROWER: MARK A & ASHLEY L MAXWELL, 33 S BOULDER CIR APT 310, BOULDER. LENDER: METLIFE HOME LOANS, AMOUNT DUE: $151502. CASE #3252204. 9/18/2012

BORROWER: MORTEN R KARIMKHANI, 3025 BROADWAY ST APT 31, BOULDER. LENDER: FLAGSTAR BANK FSB, AMOUNT DUE: $254460. CASE #3252205. 9/18/2012

BORROWER: HOAI PHAM, 644 MATHEWS CIR, ERIE. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: $187138. CASE #3252206. 9/18/2012

BORROWER: JAMES G SCHRECK, 1138 OLYMPIA AVE # 1, LONGMONT. LENDER: DEUTSCHE BANK NATIONAL TRUST C, AMOUNT DUE: $103291. CASE #3252207. 9/18/2012

BORROWER: PAMELA R GIBSON, 815 COLLYER ST, LONGMONT. LENDER: BANK AMERICA, AMOUNT DUE: $240613. CASE #3252208. 9/18/2012

BORROWER: JOHN D BONICA, 2828 10TH ST, BOULDER. LENDER: US BANK NATIONAL ASSOCIATION T, AMOUNT DUE: $342063. CASE #3252210. 9/18/2012

BORROWER: JOHNSON TERCH CONSTRUCTION INC, 13103 WOODBRIDGE DR, LONGMONT. LENDER: 2010 1 RADCCADC VENTURE LLC, AMOUNT DUE: $341099. CASE #3252218. 9/18/2012

BORROWER: CCS DEVELOPMENT LLC, 13125 WOODRIDGE DR, LONGMONT. LENDER: 2010 1 RADCCADC VENTURE LLC, AMOUNT DUE: $344000. CASE #3252222. 9/18/2012

BORROWER: CCS DEVELOPMENT LLC, 13065 WOODRIDGE DR, LONGMONT. LENDER: 2010 1 RADCCADC VENTURE LLC, AMOUNT DUE: $304000. CASE #3252223. 9/18/2012

BORROWER: PAUL & NELLIE M HOEDEL, 1313 GAY ST, LONGMONT. LENDER: JPMORGAN CHASE BANK NATIONAL A, AMOUNT DUE: $186198. CASE #3252862. 9/20/2012

BORROWER: CHRISTOPHER A & DEBORAH S HUGHES, 1100 CHOKECHERRY LN, LONGMONT. LENDER: COLONIAL NATIONAL MORTGAGE, AMOUNT DUE: $193431. CASE #3252863. 9/20/2012

BORROWER: BETTY J ZOOK, 4675 TANGLEWOOD TRL, BOULDER. LENDER: US BANK NATIONAL ASSOCIATION T, AMOUNT DUE: $546000. CASE #3252864. 9/20/2012

BORROWER: WILHELM O ESTES, 504 E OAK ST, LAFAYETTE. LENDER: GMAC MORTGAGE LLC, AMOUNT DUE: $101352. CASE #3253741. 9/24/2012

BORROWER: BRENDA MOTTRAN, 6979 PEPPERTREE DR, NIWOT. LENDER: GMAC MORTGAGE LLC, AMOUNT DUE: $416718. CASE #3253742. 9/24/2012

BORROWER: RONALD M & SUE A SCHNELL, 103 RED OAK CT, ERIE. LENDER: BANK AMERICA, AMOUNT DUE: $128928. CASE #3253743. 9/24/2012

BORROWER: RICHARD J JOHNSON, 4915 TWIN LAKES RD APT 22, BOULDER. LENDER: BANK AMERICA, AMOUNT DUE: $96140. CASE #3253744. 9/24/2012

BORROWER: JUAN PENA, 20 CLARK WAY, LONGMONT. LENDER: WELLS FARGO BANK, AMOUNT DUE: $178206. CASE #3254039. 9/25/2012

BORROWER: BRAD & KRISTI STRONG, 161 CNTY R 69, LYONS. LENDER: FIRSTBANK, AMOUNT DUE: $194735. CASE #3254040. 9/25/2012

BORROWER: TRISTAN S PYZEL, 713 CLARENDON DR, LONGMONT. LENDER: WELLS FARGO BANK, AMOUNT DUE: $243148. CASE #3254041. 9/25/2012

BORROWER: VICKIE ANN TAYLOR, 1929 MEADOW DR, LONGMONT. LENDER: BENEFICIAL FINANCIAL I INC, AMOUNT DUE: $132249. CASE #3254491. 9/26/2012

BORROWER: MICHAEL N PADILLA, 128 E ROGERS RD, LONGMONT. LENDER: COLORADO HOUSING FINANCE AUTHO, AMOUNT DUE: $156229. CASE #3254492. 9/26/2012

Broomfield County

BORROWER: JAMES W & CINDY L SIMPSON, 13362 WILDFLOWER ST, BROOMFIELD. LENDER: DEUTSCHE BANK NATIONAL TRUST C, AMOUNT DUE: $172320. CASE #11777. 9/18/2012

BORROWER: RONALD & LISAIDA G DEMELLO, 2614 W 134TH CIR, BROOMFIELD. LENDER: HOUSEHOLD FINANCE CORP III, AMOUNT DUE: $213183. CASE #11778. 9/18/2012

BORROWER: EDWARD MICHAEL OHRABLO, 3 AMESBURY ST, BROOMFIELD. LENDER: FLAGSTAR BANK FSB, AMOUNT DUE: $140195. CASE #11853. 9/19/2012

BORROWER: KELLY A BALASHBRAHIMI, 2939 W 134TH PL, BROOMFIELD. LENDER: BK AM, AMOUNT DUE: $162864. CASE #11856. 9/19/2012

BORROWER: TINA M & MARK D CARRILLO, 200 W MIDWAY BLVD, BROOMFIELD. LENDER: HSBC BANK USA, AMOUNT DUE: $146319. CASE #11881. 9/20/2012

BORROWER: DAVID & SARA J OWEN, 873 DEXTER DR, BROOMFIELD. LENDER: BANK AMERICA, AMOUNT DUE: $270343. CASE #12278. 9/26/2012

JUDGMENTS

Boulder County

DEBTOR: LYNNE RODNEY, CREDITOR: AM EXPRESS CENTURION BK. AMOUNT: $15747.84. CASE #D-2011CV1354. DATE: 9/25/2012 BD JDG

DEBTOR: JACK STEWARTSON, CREDITOR: AM EXPRESS CENTURION BK. AMOUNT: $10093.18. CASE #C-12C-001935. DATE: 9/14/2012

DEBTOR: APPLIED DRYWALL CONCEPTS INC, CREDITOR: PINNACOL ASSURANCE. AMOUNT: $5965.95. CASE #C-2012C60375. DATE: 9/14/2012

DEBTOR: LISA R DURAN, CREDITOR: FORD MOTOR CREDIT CO. AMOUNT: $11734.34. CASE #C-08C-006036. DATE: 9/17/2012

DEBTOR: WENDY L ARBUTHNOT, CREDITOR: CAPITAL ONE BK USA. AMOUNT: $5065.14. CASE #C-11C-002643. DATE: 9/17/2012

DEBTOR: DEAN CARPENTER, CREDITOR: FIA CARD SERVICES. AMOUNT: $42771.18. CASE #D-10CV-000115. DATE: 9/18/2012

DEBTOR: PRISCILLA B WHITE, CREDITOR: CAVALRY SPV I LLC. AMOUNT: $14763.27. CASE #C-12C-002683. DATE: 9/18/2012

DEBTOR: VERA L SCHANTZ, CREDITOR: CAVALRY PORTFOLIO SERVICES LLC. AMOUNT: $21228.18. CASE #D-12CV-000445. DATE: 9/18/2012

DEBTOR: CHAZ HERRERA, CREDITOR: CAVALRY SPV I LLC. AMOUNT: $18698.23. CASE #D-12CV-000396. DATE: 9/18/2012

DEBTOR: JONATHAN GURROLA, CREDITOR: CAVALRY SPV I LLC. AMOUNT: $1732.64. CASE #C-12C-002927. DATE: 9/18/2012

DEBTOR: JUSTIN T AUGUSTATITUS, CREDITOR: CAVALRY SPV I LLC. AMOUNT: $2374.46. CASE #C-12C-002992. DATE: 9/18/2012

DEBTOR: KAILU S MCQUEEN, CREDITOR: CAVALRY PORTFOLIO SERVICES LLC. AMOUNT: $3506.36. CASE #C-12C-002862. DATE: 9/18/2012

DEBTOR: MARY LYNN ASCHWANDEN, CREDITOR: APPLIED TRUST ENGINEERING INC. AMOUNT: $21166.74. CASE #D-12CV-000353. DATE: 9/18/2012

DEBTOR: ERIK K WALKER, CREDITOR: BOULDER VALLEY CREDIT UNION. AMOUNT: $7801.99. CASE #C-06C-000956. DATE: 9/19/2012

DEBTOR: KATHLEEN ORCUTT, CREDITOR: FORTIS CAPITAL IV LLC. AMOUNT: $7243.25. CASE #C-12C-002845. DATE: 9/20/2012

DEBTOR: WILLIAM W AVERY, CREDITOR: FIA CARD SERVICES. AMOUNT: $7537.38. CASE #C-12C-002923. DATE: 9/21/2012

DEBTOR: VICTOR B SR & BENJAMI MARTINEZ, CREDITOR: CACH LLC. AMOUNT: $5215.78. CASE #C-12C-003035. DATE: 9/21/2012

DEBTOR: PARKER AUTO SPA LLC, CREDITOR: RAK INVEST INC. AMOUNT: $142086.14. CASE #D-10CV-000448. DATE: 9/21/2012

DEBTOR: JANET & JANET STEPHEN FOWLER, CREDITOR: DENVER HEALTH HOSP AUTHORITY. AMOUNT: $457129.72. CASE #D-11CV-002482. DATE: 9/24/2012

DEBTOR: WILLIAM REX FOWLER, CREDITOR: DENVER HEALTH HOSP AUTHORITY. AMOUNT: $457129.72. CASE #D-11CV-002482. DATE: 9/24/2012

DEBTOR: MICHAEL KRUISE, CREDITOR: EQUABLE ASCENT FIN LLC. AMOUNT: $10529.61. CASE #C-12C-001701. DATE: 9/24/2012

DEBTOR: SETH FRASER, CREDITOR: CROSSROADS WEST LLC. AMOUNT: $6000.0. CASE #D-12CV-000878. DATE: 9/25/2012

DEBTOR: MATT GOETTSCHE, CREDITOR: CROSSROADS WEST LLC. AMOUNT: $6000.0. CASE #D-12CV-000878. DATE: 9/25/2012

DEBTOR: JOSEPH J OKEANE, CREDITOR: WAKEFIELD ASSOC INC. AMOUNT: $1431.7. CASE #C-12C-003178. DATE: 9/25/2012

DEBTOR: BARBARA & LARRY CREASMAN, CREDITOR: GLENWOOD GARDENS PHASE I HOMEO. AMOUNT: $2312.7. CASE #C-12C-002938. DATE: 9/25/2012

DEBTOR: DONOVAN T MARTIN, CREDITOR: WINDING TRAIL VILLAGE HOMEOWNE. AMOUNT: $1007.93. CASE #C-12C-002856. DATE: 9/25/2012

Broomfield County

DEBTOR: LDARRELL BAUGH, CREDITOR: CACH LLC. AMOUNT: $9881.04. CASE #C-08C539. DATE: 9/18/2012

DEBTOR: STACIE A WAGNER, CREDITOR: CACV COLO LLC. AMOUNT: $1883.23. CASE #C-06C00284. DATE: 9/18/2012

DEBTOR: DAVID & PATT BUTTERFIELD, CREDITOR: RIGGS ABNEY NEAL TURPEN ORBISO. AMOUNT: $13377.58. CASE #D-2012CV57. DATE: 9/21/2012

DEBTOR: PETER PAQUET, CREDITOR: A1 COLLECTION AGENCY LLC. AMOUNT: $1594.39. CASE #C-12C-002761. DATE: 9/19/2012

DEBTOR: UNIVERSAL EVENT PRODUCTIONS PA, CREDITOR: CASTOR PROPERTIES LLC. AMOUNT: $15600.0. CASE #C-12C-053746. DATE: 9/19/2012

DEBTOR: AB RYKEN ASSOC LLC, CREDITOR: 3522 ALCOTT ST LLC. AMOUNT: $908617.49. CASE #D-12CV-001711. DATE: 9/20/2012

DEBTOR: KORE CO LLC, CREDITOR: 3522 ALCOTT ST LLC. AMOUNT: $187372.02. CASE #D-12CV-001711. DATE: 9/20/2012

DEBTOR: POINTS FOR DEPARTURE, CREDITOR: VPC SPE LLC. AMOUNT: $22615.38. CASE #D-12CV-000822. DATE: 9/20/2012

DEBTOR: NATALIE E BRECHT, CREDITOR: CACH LLC. AMOUNT: $4145.42. CASE #C-12C-001059. DATE: 9/21/2012

DEBTOR: JANET & JANET STEPHEN FOWLER, CREDITOR: DENVER HEALTH HOSP AUTHORITY. AMOUNT: $457129.72. CASE #D-11CV-002482. DATE: 9/21/2012

DEBTOR: WILLIAM REX FOWLER, CREDITOR: DENVER HEALTH HOSP AUTHORITY. AMOUNT: $457129.72. CASE #D-11CV-002482. DATE: 9/21/2012

DEBTOR: SETH FRASER, CREDITOR: CROSSROADS WEST LLC. AMOUNT: $6000.0. CASE #D-12CV-000878. DATE: 9/25/2012

DEBTOR: MATT GOETTSCHE, CREDITOR: CROSSROADS WEST LLC. AMOUNT: $6000.0. CASE #D-12CV-000878. DATE: 9/25/2012

DEBTOR: 1550 BLAKE STREET LLC, CREDITOR: TR 16 MARKET SQUARE CORP. AMOUNT: $320000.0. CASE #D-11CV-007687. DATE: 9/27/2012

RELEASE OF JUDGMENT

Boulder County

DEBTOR: THOMAS FLACK YOUNG, CREDITOR: TEXAS BOLL WEEVIL ERADICATION. AMOUNT: $0.0. CASE #MULT. DATE: 9/17/2012

DEBTOR: MARCUS HUBBARD, CREDITOR: MIDLAND FUNDING LLC. AMOUNT: $0.0. CASE #IR. DATE: 9/17/2012

DEBTOR: MICHELLE CAMERON, CREDITOR: TARGET NATL BK. AMOUNT: $0.0. CASE #. DATE: 9/18/2012

DEBTOR: CAREN STEVENS, CREDITOR: BC SERVICES INC. AMOUNT: $0.0. CASE #C-09C1039. DATE: 9/21/2012

DEBTOR: STEVEN & STEPHEN SCHALLER, CREDITOR: BC SERVICES INC. AMOUNT: $0.0. CASE #C-09C1916. DATE: 9/25/2012

DEBTOR: HEIDI L FINN, CREDITOR: COLO ST REVENUE. AMOUNT: $743.0. CASE #D-11CV-803438. DATE: 9/14/2012

DEBTOR: PATRICK H HAMILL, CREDITOR: KATHERINE G HAMILL. AMOUNT: $2208386.0. CASE #D-09DR-000961. DATE: 9/14/2012

DEBTOR: ROBERT J JUSTICE, CREDITOR: WELLS FARGO BK. AMOUNT: $97692.46. CASE #C-08CV-000642. DATE: 9/17/2012

DEBTOR: STEPHEN E ARBOGAST, CREDITOR: PORTFOLIO RECOVERY ASSOC LLC. AMOUNT: $5963.77. CASE #C-08C-005560. DATE: 9/26/2012

Broomfield County

DEBTOR: MOHAN AMASA, CREDITOR: AM EXPRESS BK. AMOUNT: $15476.47. CASE #D-12CV65. DATE: 9/28/2012

STATE TAX LIENS

Boulder County

1550 BLAKE STREET LLC, $3219.0, CASE #3252822, 9/19/2012.

1550 BLAKE STREET LLC, $3402.0, CASE #3252839, 9/19/2012.

AUTOWERKS EAST INC, $2748.0, CASE #3252827, 9/19/2012.

FOR THE RECORD

AUTOWERKS EAST INC, $1349.0, CASE #3252820, 9/19/2012.

BEST STEEL LLC, $4695.65, CASE #3253529, 9/21/2012.

BOULDER GREENS LLC, $3140.0, CASE #3252838, 9/19/2012.

BOULDER GREENS LLC, $1630.0, CASE #3252816, 9/19/2012.

BOULDER SECURITY LOCK SAFE INC, $2465.0, CASE #3252824, 9/19/2012.

DONNA JCONILOGUE, $161.31, CASE #3252835, 9/19/2012.

LAURA RDUROCHER, $3744.0, CASE #3252828, 9/19/2012.

ERP SOLUTIONS CONSULTING INC, $923.0, CASE #3252825, 9/19/2012.

ERP SOLUTIONS CONSULTING INC, $821.0, CASE #3252830, 9/19/2012.

GO MOTOR CARS INC, $915.0, CASE #3252826, 9/19/2012.

GO MOTOR CARS INC, $1782.0, CASE #3252819, 9/19/2012.

GO MOTOR CARS INC, $6216.0, CASE #3252817, 9/19/2012.

JOHN F JRGREENE, $4583.0, CASE #3252837, 9/19/2012.

JENNIFER KHARLAN, $3464.0, CASE #3252836, 9/19/2012.

HIGH ON HILL LLC, $4498.0, CASE #3252833, 9/19/2012.

MIRIAMMARTINEZ, $3747.0, CASE #3252821, 9/19/2012.

RUDOLPH JMASIAS, $3245.0, CASE #3252834, 9/19/2012.

DANIEL CNELSON, $3076.14, CASE #3253531, 9/21/2012.

PRINTING POINT INC, $3749.0, CASE #3252832, 9/19/2012.

REQUEST CARPET SERVICES CORP, $3212.27, CASE #3253530, 9/21/2012.

ROCKY MTN WILDLIFE RESCUE INC, $4783.0, CASE #3252829, 9/19/2012.

ROBERTROSSER, $2982.0, CASE #3252840, 9/19/2012.

RPM INVEST LLC, $839.0, CASE #3252831, 9/19/2012.

RTS SONS INC, $1240.0, CASE #3252815, 9/19/2012.

SUPERIOR LASER AESTHETICS LLC, $4797.0, CASE #3252823, 9/19/2012.

LISA BVANDAMME, $3745.0, CASE #3252818, 9/19/2012.

WEST END GARDNER INC, $512.0, CASE #3252814, 9/19/2012.

Broomfield County

ELEVATED ENGINES MACHINING LLC, $3744.0, CASE #11688, 9/18/2012.

RELEASE OF STATE TAX LIENS

Boulder County

BONIFACIO L DURAN LIVING TRUST, $0.0, CASE #3252641, 9/19/2012.

BONIFACIO L DURAN LIVING TRUST, $0.0, CASE #3252639, 9/19/2012.

BONIFACIO L DURAN LIVING TRUST, $0.0, CASE #3252638, 9/19/2012.

BONIFACIO L DURAN LIVING TRUST, $0.0, CASE #3252640, 9/19/2012.

LINDA KENGLISH, $0.0, CASE #3251627, 9/14/2012.

LINDA KENGLISH, $0.0, CASE #3251626, 9/14/2012.

LINDA KENGLISH, $0.0, CASE #3251625, 9/14/2012.

TRANSFER TO INC, $182.41, CASE #3253528, 9/21/2012.

WARRANTY DEEDS

Broomfield County

Seller: ANDREW R & JANINE FEDORCHUK WEEKS
Buyer, Buyer's Address: JAMES BARTHO, 290 CORAL WAY
Address: 290 CORAL WAY, BROOMFIELD
Price: $214000
Date Closed: 9/17/2012

Seller: MATTHEW L BREEDEN
Buyer, Buyer's Address: DEVEN M & CRYSTAL R FOX, 200 SUMMIT BLVD UNIT 402
Address: 12581 BIG DRY CREEK DR, BROOMFIELD
Price: $243500
Date Closed: 9/17/2012

Seller: GUY J STOCKWELL
Buyer, Buyer's Address: MICHAEL MICHALKIEWICZ, 14220 WATERSIDE LN
Address: 14220 WATERSIDE LN, BROOMFIELD
Price: $358000
Date Closed: 9/17/2012

Seller: MATTHEW & TRACY SCHLOSS
Buyer, Buyer's Address: STUART W & CYNTHIA R BAYLESS, 13760 BAYBERRY DR
Address: 13760 BAYBERRY DR, BROOMFIELD
Price: $475000
Date Closed: 9/17/2012

Seller: MATTHEW B BARROWS
Buyer, Buyer's Address: TORY S TOUPIN, 14300 WATERSIDE LN UNIT L4
Address: 14300 WATERSIDE LN UNIT L4, BROOMFIELD
Price: $175000
Date Closed: 9/17/2012

Seller: NANCY J MCKEE
Buyer, Buyer's Address: JUDY PACE, 29 IRENE CT
Address: 29 IRENE CT, BROOMFIELD
Price: $185000
Date Closed: 9/17/2012

Seller: PULTE HOME CORP
Buyer, Buyer's Address: DAVID E & COLLEEN S WOLVIN, 4540 HOPE CIR
Address: 4540 HOPE CIR, BROOMFIELD
Price: $438300
Date Closed: 9/17/2012

Seller: CHARLES W RINKOR TRUST
Buyer, Buyer's Address: THOMAS F RINKOR, 10551 ROSS ST
Address: MULT PROP,
Price: $1030000
Date Closed: 9/17/2012

Seller: KATHLEEN SAPIO
Buyer, Buyer's Address: CHERYL ARAGON, 1317 SEQUERRA ST
Address: 1317 SEQUERRA ST, BROOMFIELD
Price: $183700
Date Closed: 9/17/2012

Seller: EL DORADO RIDGE I AND II LLC
Buyer, Buyer's Address: CO MOUNTAIN HIGH LLC, 11001 W 120TH AVE
Address: 11001 W 120TH AVE, BROOMFIELD
Price: $
Date Closed: 9/17/2012

Seller: EL DORADO RIDGE I AND II LLC
Buyer, Buyer's Address: HAWAII COMMERCIAL CENTER, 11001 W 120TH AVE
Address: 11001 W 120TH AVE, BROOMFIELD
Price: $
Date Closed: 9/17/2012

Seller: HAWAII COMMERCIAL CENTER
Buyer, Buyer's Address: HAWAII COMMERCIAL CENTER, 11001 W 120TH AVE
Address: 11001 W 120TH AVE, BROOMFIELD
Price: $
Date Closed: 9/17/2012

Seller: ARISTA INVESTORS COLORADO II L
Buyer, Buyer's Address: SAMIR & TATIANA VALEJA, 11200 COLONY CIR
Address: 11200 COLONY CIR, BROOMFIELD
Price: $234000
Date Closed: 9/17/2012

Seller: MARK A WEST
Buyer, Buyer's Address: BRIAN D HERTZKE, 2859 W 126TH AVE
Address: 2859 W 126TH AVE, BROOMFIELD
Price: $230000
Date Closed: 9/18/2012

Seller: HABITAT FOR HUMANITY BOULDER V
Buyer, Buyer's Address: MERCEDES GIBBONS, 12135 EMERALD LN
Address: 12135 EMERALD LN, BROOMFIELD
Price: $107000
Date Closed: 9/18/2012

Seller: RANDALL B & GERRY T VIOT
Buyer, Buyer's Address: LARRY J & WINIFRED L ZINTEL, 4698 BELFORD CIR
Address: 4698 BELFORD CIR, BROOMFIELD
Price: $318000
Date Closed: 9/18/2012

Seller: PULTE HOME CORP
Buyer, Buyer's Address: ZINO FAMILY TRUST, 16665 PINNACLE CT
Address: 16665 PINNACLE CT, BROOMFIELD
Price: $
Date Closed: 9/18/2012

Seller: MARY THOMASINE WALL TRUST
Buyer, Buyer's Address: THOMAS D & SHEILA K LAWSON, 4841 SHAVANO DR
Address: 4841 SHAVANO DR, BROOMFIELD
Price: $330000
Date Closed: 9/18/2012

Seller: LEE WM MILNE
Buyer, Buyer's Address: COLORADO STATE OF, 4201 E ARKANSAS AVE
Address: 7775 W 119TH PL, BROOMFIELD
Price: $
Date Closed: 9/18/2012

Seller: LEE WILLIAM MILNE
Buyer, Buyer's Address: COLORADO STATE OF, 4201 E ARKANSAS AVE
Address: 11905 COLMANS WAY, BROOMFIELD
Price: $
Date Closed: 9/18/2012

Seller: PULTE HOME CORP
Buyer, Buyer's Address: DEBORAH R KULLBY, 4577 HOPE CIR
Address: 4577 HOPE CIR, BROOMFIELD
Price: $569100
Date Closed: 9/18/2012

Seller: JERALD F & TERI LEA GRECO
Buyer, Buyer's Address: ROSALEE T BLAKE, 3410 MOLLY LN
Address: 3410 MOLLY LN, BROOMFIELD
Price: $200000
Date Closed: 9/19/2012

Seller: WARREN M DO
Buyer, Buyer's Address: JUSTIN C & KATHLEEN A PETE, 14013 MCKAY PARK CIR
Address: 14013 MCKAY PARK CIR, BROOMFIELD
Price: $489500
Date Closed: 9/19/2012

Seller: THOMAS HOST HOME LLC
Buyer, Buyer's Address: FOUREF LLC, 1153 OAKHURST DR
Address: 1153 OAKHURST DR, BROOMFIELD
Price: $365000
Date Closed: 9/19/2012

Seller: TIFFANY M HOWELL
Buyer, Buyer's Address: JACE R W JOHNSON, 14040 PARK COVE DR
Address: 14040 PARK COVE DR, BROOMFIELD
Price: $550000
Date Closed: 9/19/2012

Seller: TERESA S WELSH
Buyer, Buyer's Address: JAMES & LISA TEITSCHEID, 13945 SHANNON DR
Address: 13945 SHANNON DR, BROOMFIELD
Price: $476500
Date Closed: 9/19/2012

Seller: MCKAY SHORES CONSTRUCTION CORP
Buyer, Buyer's Address: MCKAY SHORES MASTER HOMEOWNERS, 2201 138TH AVE
Address: 2201 138TH AVE, BROOMFIELD
Price: $
Date Closed: 9/19/2012

Seller: PULTE HOME CORP
Buyer, Buyer's Address: LYNN C RICKMAN, 15960 QUANDARY LOOP
Address: 15960 QUANDARY LOOP, BROOMFIELD
Price: $500000
Date Closed: 9/19/2012

Seller: SHEFFIELD HOMES BROADLANDS LLC
Buyer, Buyer's Address: MARY ISABEL DUFFY, 3722 JENNY LN
Address: 3722 JENNY LN, BROOMFIELD
Price: $545000
Date Closed: 9/19/2012

Seller: HANSEN 74TH WAY LLC
Buyer, Buyer's Address: PETER F & JANET E SMITH, 1348 BEN NEVIS AVE
Address: 1348 BEN NEVIS AVE, BROOMFIELD
Price: $318000
Date Closed: 9/19/2012

Seller: ANDREW W & STACEY R BERGET
Buyer, Buyer's Address: DEVIN CHRISTOPHER & JAMIE L BURNS, 4105 BROADMOOR LOOP
Address: 4105 BROADMOOR LOOP, BROOMFIELD
Price: $530900
Date Closed: 9/20/2012

Seller: GREGG A & LEANN M HOFF
Buyer, Buyer's Address: MARK D WARNER, 1204 MERION PL
Address: 1204 MERION PL, BROOMFIELD
Price: $369000
Date Closed: 9/20/2012

Seller: PULTE HOME CORP
Buyer, Buyer's Address: CYNTHIA A LUNDBERG LIVING TRUS, 4738 KISMET PL
Address: 4738 KISMET PL, BROOMFIELD
Price: $
Date Closed: 9/20/2012

Seller: PULTE HOME CORP
Buyer, Buyer's Address: RONALD E FEHRMANN, 3456 YALE DR
Address: 3456 YALE DR, BROOMFIELD
Price: $481000
Date Closed: 9/20/2012

Seller: HELENE E FULMER
Buyer, Buyer's Address: MICHAEL A & PATRICIA C CAPPS, 51 CARLA WAY
Address: 51 CARLA WAY, BROOMFIELD
Price: $217000
Date Closed: 9/23/2012

Seller: ANDREW W & STACEY R BERGET
Buyer, Buyer's Address: DEVIN CHRISTOPHER & JAMIE L BURNS, 4105 BROADMOOR LOOP
Address: 4105 BROADMOOR LOOP, BROOMFIELD
Price: $530900
Date Closed: 9/23/2012

Seller: FANNIE MAE
Buyer, Buyer's Address: 2620 W 133RD CIRCLE LLC, 5666 S CROCKER ST
Address: 2620 W 133RD CIR, BROOMFIELD
Price: $152000
Date Closed: 9/23/2012

Seller: CINAMAN E & JOSE JR AZARCON
Buyer, Buyer's Address: GARY ROBIN & LINDA FRANCES MAZE, 13895 MUIRFIELD CT
Address: 13895 MUIRFIELD CT, BROOMFIELD
Price: $500000
Date Closed: 9/23/2012

Seller: BARBARA LEVINE
Buyer, Buyer's Address: EMILY & JEREMIAH SHOAF, 1005 ASPEN WAY
Address: 1005 ASPEN WAY, BROOMFIELD
Price: $360000
Date Closed: 9/23/2012

Seller: JAMES M & KRISTI SMALLEY
Buyer, Buyer's Address: J PATRICK & BARBARA B SANDERS, 14110 KAHLER PL
Address: 14110 KAHLER PL, BROOMFIELD
Price: $625000
Date Closed: 9/23/2012

Seller: HUD
Buyer, Buyer's Address: TRISTAN ANDRUSS, 2525 E 104TH AVE UNIT 1522
Address: 3785 SHEFIELD DR, BROOMFIELD
Price: $
Date Closed: 9/24/2012

Seller: PULTE HOME CORP
Buyer, Buyer's Address: CONNIE V & DAVID A MILLER, 15943 TORREYS WAY
Address: 15943 TORREYS WAY, BROOMFIELD
Price: $456500
Date Closed: 9/24/2012

Seller: ARISTA INVESTORS COLORADO LLC
Buyer, Buyer's Address: ELAINE C VONSPRECKELSEN, 11306 COLONY CIR
Address: 11306 COLONY CIR, BROOMFIELD
Price: $210000
Date Closed: 9/24/2012

Seller: ARISTA INVESTORS COLORADO LLC
Buyer, Buyer's Address: ELAINE C VONSPRECKELSEN, 11306 COLONY CIR
Address: 11306 COLONY CIR, BROOMFIELD
Price: $
Date Closed: 9/24/2012

Seller: THOMAS J & SANDRA H MCLOUGHLIN
Buyer, Buyer's Address: WEICHERT RELOCATION RESOURCES, 1625 ROUTE 10
Address: 13900 GUNNISON WAY, BROOMFIELD
Price: $842500
Date Closed: 9/24/2012

Seller: WEICHERT RELOCATION RESOURCES
Buyer, Buyer's Address: PETER DYLAN & NICOLE LARRAINE MURPHEY, 13900 GUNNISON WAY
Address: 13900 GUNNISON WAY, BROOMFIELD
Price: $660000
Date Closed: 9/24/2012

Seller: JUDITH BRINK MARTIN
Buyer, Buyer's Address: GEORGE E SHIPP, 13930 SANDTRAP CIR
Address: 14122 SUN BLAZE LOOP # D 210, BROOMFIELD
Price: $195000
Date Closed: 9/24/2012

Seller: JAMES W & JAMES WILLIAM CREESE
Buyer, Buyer's Address: CREESE FAMILY TRUST, 2685 GRAY WOLF LOOP
Address: 2685 GRAY WOLF LOOP, BROOMFIELD
Price: $
Date Closed: 9/24/2012

Seller: GOREHAM CO LLC
Buyer, Buyer's Address: KENNETH R & JOY KOHNKEN, 1929 LARSON CT
Address: 3329 MOLLY LN, BROOMFIELD
Price: $165000
Date Closed: 9/24/2012

Seller: TODD S SMITH
Buyer, Buyer's Address: GAIL E & FRANCI R SHIELDS, 392 OAK LN
Address: 392 OAK LN, BROOMFIELD
Price: $269900
Date Closed: 9/24/2012

Seller: CARA & CARL M DUNHAM
Buyer, Buyer's Address: ANDREW M BERG, 2904 W 135TH AVE
Address: 2904 W 135TH AVE, BROOMFIELD
Price: $165000
Date Closed: 9/24/2012

Seller: STEVEN L & DAWN A CRAMER
Buyer, Buyer's Address: THOMAS M & ROBIN E APOSTOLIK, 13251 WILD BASIN WAY
Address: 13251 WILD BASIN WAY, BROOMFIELD
Price: $538000
Date Closed: 9/25/2012

Seller: GMAC MORTGAGE LLC
Buyer, Buyer's Address: FEDERAL HOME LOAN MORTGAGE COR, 5000 PLANO PKWY
Address: 355 CORAL ST, BROOMFIELD
Price: $
Date Closed: 9/25/2012

Seller: GMAC MORTGAGE LLC
Buyer, Buyer's Address: FEDERAL NATIONAL MORTGAGE ASSO, 14221 DALLAS PKWY STE 1000
Address: 13041 KING CIR, BROOMFIELD
Price: $
Date Closed: 9/25/2012

Seller: CAREY TECHNOLOGY PROPERTIES II
Buyer, Buyer's Address: COLORADO STATE OF, 4201 E ARKANSAS AVE
Address: 3400 INDUSTRIAL LN, BROOMFIELD
Price: $
Date Closed: 9/25/2012

Seller: ROBERT J HUNSBERGER
Buyer, Buyer's Address: JEAN MARCHANT, 30 FAIRPLAY AVE
Address: 1120 OPAL ST UNIT 201, BROOMFIELD
Price: $175000
Date Closed: 9/25/2012

Seller: CHRISTINA MARIE SUTERA
Buyer, Buyer's Address: WOLF I BUTLER, 13056 KING CIR
Address: 13056 KING CIR, BROOMFIELD
Price: $216000
Date Closed: 9/25/2012

Seller: FAIRWINDS I LLC
Buyer, Buyer's Address: ROBERT G & PATRICIA M PATTERSON, 14300 WATERSIDE LN UNIT S3
Address: 14300 WATERSIDE LN UNIT S3, BROOMFIELD
Price: $207100
Date Closed: 9/25/2012

Seller: WILLIAM C NIELSON
Buyer, Buyer's Address: KATHRYN A HEIM, 1474 MCINTOSH AVE
Address: 1474 MCINTOSH AVE, BROOMFIELD
Price: $270000
Date Closed: 9/25/2012

Seller: BING CHEN
Buyer, Buyer's Address: CARPATHIA LLC, 8308 BENTON WAY
Address: 1599 CEDAR ST, BROOMFIELD
Price: $210000
Date Closed: 9/25/2012

Seller: TYLER R & MARCE E OLSEN
Buyer, Buyer's Address: STEVEN R & SUZANNE B HALGREN, 14274 WRIGHT WAY
Address: 14274 WRIGHT WAY, BROOMFIELD
Price: $475000
Date Closed: 9/25/2012

Seller: JEFF M RUPP
Buyer, Buyer's Address: LUIS V & BRIDGET R ABILA, 12566 NEWTON WAY
Address: 12566 NEWTON WAY, BROOMFIELD
Price: $233500
Date Closed: 9/25/2012

Seller: B TOWN CENTRE INC
Buyer, Buyer's Address: DOLLARS AND CENTS LLC, 1000 PO BOX 720
Address: 1000 E 1ST AVE, BROOMFIELD
Price: $1860000
Date Closed: 9/26/2012

Seller: CLIFFORD W JR & LINDA K KNAPPENBERGER
Buyer, Buyer's Address: SARAH J MEADE, 1034 E 17TH AVE
Address: 1034 E 17TH AVE, BROOMFIELD
Price: $292000
Date Closed: 9/26/2012

Seller: SSSJ INVEST LLC
Buyer, Buyer's Address: GUY RICHARD & MARY KA GILSON, 4241 CORTE BELLA DR
Address: 4241 CORTE BELLA DR, BROOMFIELD
Price: $459000
Date Closed: 9/26/2012

Seller: HEIDI COOPER
Buyer, Buyer's Address: HALA THOMPSON, 5038 PASADENA WAY
Address: 5038 PASADENA WAY, BROOMFIELD
Price: $250000
Date Closed: 9/26/2012

Seller: LISA & RONALD BUNKER
Buyer, Buyer's Address: DAVID JAMES & SARA ELIZABETH RUSEK, 12554 MCCELLA CT
Address: 12554 MCCELLA CT, BROOMFIELD
Price: $235000
Date Closed: 9/27/2012

Seller: MICHAEL N MONAGHAN
Buyer, Buyer's Address: LYNN & ALEX SALTZGAVER, 4355 BROEMEL AVE
Address: 4355 BROEMEL AVE, BROOMFIELD
Price: $235500
Date Closed: 9/27/2012

Seller: ALFREDO GUITRON PONCE
Buyer, Buyer's Address: RAJ DHANDAPANI, 3535 VESTAL LOOP
Address: 3535 VESTAL LOOP, BROOMFIELD
Price: $369900
Date Closed: 9/27/2012

Seller: HAROLD R & LOIS A MCMAHAN
Buyer, Buyer's Address: MCMAHAN FAMILY TRUST, 38 CURTIS CT
Address: 38 CURTIS CT, BROOMFIELD
Price: $
Date Closed: 9/27/2012

Seller: RICHARD J & JEAN I NICKOLOFF
Buyer, Buyer's Address: HENRY J & BARBARA C PARISEAU, 16040 CAMERON WAY
Address: 16040 CAMERON WAY, BROOMFIELD
Price: $432500
Date Closed: 9/27/2012

ON THE **JOB**

BANKING, FINANCE

Superior-based Key Equipment Finance Inc., a bank-held equipment finance company affiliated with KeyCorp. (NYSE: KEY), has named **Noah Ahn-O'Connor** vice president/information strategist, a role in which he will build and leverage quantitative and business analytics. Ahn-O'Connor recently was a senior sales operations manager for GE Capital.

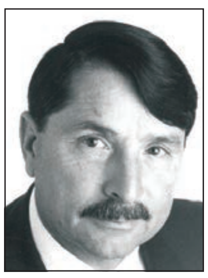
BIOSCIENCE

Boulder-based N30 Pharmaceuticals Inc. hired **Dr. Sherif Gabriel** to its senior leadership team. Gabriel had been on the faculty of the University of North Carolina Cystic Fibrosis Center, director of the center's Correction Core and associate professor in the department of pediatrics' division of pulmonology.


Knott


Pickering

ECONOMIC DEVELOPMENT


Varra

The Louisville Chamber of Commerce appointed **Ryan Knott**, **Karen Pickering** and **Wayne A. Varra** to its board of directors. Knott moved to Louisville in 1989 and earned a degree in business finance in 2010 at Metropolitan State University in Denver. Pickering has been a commercial insurance agent in Boulder County since 1999. Varra, a native of Louisville and a charter member of the chamber, has worked in insurance and financial services for 47 years.

EDUCATION


Colonna

Naropa University in Boulder elected **Jerry Colonna** chairman of the university's board of trustees. Colonna replaces longtime board chairman **Marty Janowitz**, who had stepped in as interim chairman during the recent presidential search process. Colonna is a certified professional coach who helps clients design a more conscious life and career and established his coaching practice in 2007. The board's executive committee will now consist of **Jim Rosen**, vice chairman; **Lynne Katzmann**, secretary; **Thomas Hast**, treasurer; and Janowitz, immediate past chairman. The board also voted **Nicholas Ballinger** as the student trustee, **Deb Piranian** as the faculty trustee, and elected new board member **Diane Israel**.

HIGH TECH


Czarny

Boulder-based cloud identity company Symplified Inc. appointed **Brian Czarny** vice president for marketing. Czarny most recently led product management and product strategy for Webroot Software Inc., a maker of cloud-based anti-malware products for consumers and businesses.


Wright

Boulder-based ColdQuanta Inc., a commercial supplier of Bose-Einstein Condensate and cold atom generating systems and equipment, hired **Joan Wright** as controller. She has more than 20 years of experience in the finance and accounting fields.

NONPROFIT

Imagine!, which serves individuals with cognitive disabilities in Boulder and Broomfield counties, has elected three new board members: **Ron Alford,** Northrop Grumman; **Trent Gustafson,** Bank of Commerce Mortgage; and **Laura Koch,** accountant.

I Have a Dream Boulder County, which helps children from low-income families achieve their education and career goals, has elected six new board members: **Marilyn Lozano**, Amgen Inc.; **Jane McConnell**, freelance writer; **David Meza-Castorena**, Leeds School of Business; **Jack Mills**, Ascent Sports; **Mary P. Szarmach**, Smoker Friendly International; **Tim Wojtalik**, BSW Wealth Partners.

RECREATION

Neal Topper joined Boulder-based electric-bicycle maker Opti-Bike LLC and will help customers select the correct bicycle.

TELECOMMUNICATIONS

AT&T Inc. (NYSE: T) named **Lonnie Emmons Jr.** director of sales for its Colorado Mobility operations. Emmons previously held the position of area retail sales manager for southeast Missouri and southern Illinois. Emmons, who started his career with AT&T as a call-center representative, earned a bachelor's degree in mass communications from Southeast Missouri State University in Cape Girardeau, will reside in Denver.

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 email to news@bcbr.com with On the Job in the subject line. Photos submitted will not be returned.

NONPROFIT **NETWORK**

BRIEFS

Boulder-based **The Kitchen [Community]**, a nonprofit dedicated to improving children's connection to real food, and leaders from Los Angeles, Denver, Chicago and from funding partner JPMorgan Chase have committed to building 180 Learning Gardens to help fight childhood obesity. Learning Gardens include raised planting beds, art poles, bench seating, shade structures and internal irrigation. The commitment includes planting 60 more Learning Gardens in Chicago and in Colorado each and 60 across the country, from Los Angeles to Boston, in under-served neighborhoods. The nonprofit has planted 21 Learning Gardens to date, including a pilot project of six gardens in Chicago Public Schools last spring.

FUNDRAISERS

Attention Homes' fifth annual Kaleidoscope Mardi Gras Ball raised $110,000 — surpassing its $96,000 goal — in support of Boulder County's at-risk, homeless and runaway youths. A local nonprofit and the only youth shelter in Boulder County, Attention Homes is dedicated to providing comprehensive shelter care and life skills for those youths. Nearly 300 people attended the event, held Sept. 22 at the Avalon Ballroom in Boulder.

GRANTS

The Daniels Fund has awarded Lafayette-based **Imagine!** $15,000 for family Support Grants for families living in Broomfield which include a child with a developmental disability. Imagine! provides support services to more than 2,800 people of all ages with developmental delays and cognitive disabilities including autism, cerebral palsy and Down syndrome.

AWARDS

Boulder Housing Partners and its Red Oak Park development received a 2012 Global Award for Excellence in Real Estate Design and Development by the Urban Land Institute. BHP executive director Betsey Martens accepted the award at ULI's 75th anniversary national conference in Denver. Red Oak Park was selected as one of 14 winners from among a broad mix of projects from around the world. Red Oak Park, on Valmont Road between 28th and Folsom streets, formerly was a trailer park. It now includes 59 single-family, duplex and triplex affordable-housing units that opened in August 2011. Boulder-based Coburn Development was the project architect.

Boulder-based **Apex Sports Group LLC**, maker of the Apex Ski Boot System, was honored for its product innovation and business leadership in the 2012 Entrepreneur Awards sponsored by Colorado-based Something Independent. Twenty-three companies submitted 90-second video pitches of their brand vision, with Apex finishing in the top three for the final prize along with CondorCam and winners of the award, Mountain High Mountaineering.

Longmont-based **DigitalGlobe Inc.** (NYSE: DGI), a provider of high-resolution earth imagery, was awarded the USGIF Industry Intelligence Award at GEOINT 2012, the nation's largest intelligence event, in Orlando, Florida, for its work with the Satellite Sentinel Project. Initiated by actor George Clooney with partnerships between the Enough Project, the Harvard Humanitarian Initiative and DigitalGlobe, among others, the project calls attention to human rights violations by using satellite imagery to prevent mass atrocities in Sudan and South Sudan before they occur.

The Boulder-based **Center for Resource Conservation** has announced the ReWards winners for 2012, honoring participants who have demonstrated outstanding leadership and creative vision toward a more sustainable future. The winners include: **Ron Flax**, Conservationist of the Year; **Elizabeth Nolan** and **Linda Olsson** of **Bold Doors Volunteers**, Volunteers of the Year; **Cheryl Crispi** of Lovely Lady Products, Entrepreneur of the Year; **Summit Middle School**, Youth Conservationists of the Year; and the **city of Lafayette**, Community Conservation Leaders of the Year.

Broomfield-based metal packaging company **Ball Corp.** (NYSE: BLL) has won four Can of the Year awards in the annual global contest held by The Canmaker magazine, a prominent industry trade publication. Ball cans received a Gold Award in the 2-Piece Beverage Can category for its 24-ounce Miller Lite Grip can with tactile ink that mimics the feel of an American football, a Gold Award in the Metal Bottles category for its 16-ounce Alumi-Tek bottle for Chaka Ale, a specialty craft beer from Longmont-based Oskar Blues and Indianapolis-based Sun King breweries, a Bronze Award in the 3-Piece Beverage Can category for its throwback steel beverage can made for Churchkey beer, and a commendation in the 3-Piece Food Can category for its gallon-sized oblong Kikkoman soy sauce can featuring flat-sheet printing.

Broomfield-based **Omni Financial Services Inc.** won the large-business category and Longmont-based **Outreach United Resource Center Inc**. won the nonprofit category in the **Better Business Bureau of Denver/Boulder's** 10th annual Torch Awards for Marketplace Trust.

Deborah Jin, an adjoint professor of physics at the University of Colorado-Boulder and a fellow of the National Institute of Standards and Technology, has been awarded the L'Oréal-UNESCO For Women in Science award. She teaches was one of five recipients who each will receive $100,000 at an awards ceremony in Paris next March. She was the only recipient in North America. Jin was cited by the awards jury "for having been the first to cool down molecules so much that she can observe chemical reactions in slow motion, which may help further understanding of molecular processes which are important for medicine or new energy sources."

PRODUCT **UPDATE**

Southwest Wines of Deming, New Mexico has launched Soleil Mimosa in a new sustainable package for consumers on the go — a 187-milliliter aluminum slim can made by Broomfield-based Ball Corp.

Boulder-based **Albeo Technologies Inc.,** which manufactures LED lighting for industrial and commercial buildings, has upgraded its H-Series high bay into the next generation HX-Series, which is certified to UL 8750 standards for all configurations and listed on DesignLights Consortium. The new HX fixture has more options and light per module, along with the same features of the H-Series, including modular construction, thermal protection, field changeable lens, optimized glare control and wireless control. The HX-Series is available in one- to six-light bar modules, representing a range from 6,000 through 75,000 lumens.

Longmont-based **Dot Hill Systems Corp.** (Nasdaq: HILL), a provider of SAN storage solutions, announced that its **AssuredSAN 3000 Series storage arrays** have been verified on Veeam Backup and Replication version 6.x. By passing Veeam's hardware testing, the arrays now are available for deployment with Veeam.

Boulder-based **Body Bar Inc.,** a fitness company specializing in products and educational tools for fitness enthusiasts, has modified its **AquaFLEX** for use in water fitness classes. The lightweight, flexible and buoyant bar, which comes in three sizes, can be used in a low-impact workout program created by Mary-Ann Briggs, a Boulder-based water fitness instructor and personal trainer.

Boulder-based **Culinary Software Services Inc.** has released an upgraded **ChefTec 13x,** which includes enhancements in the ability to track waste from all areas within a restaurant, food manufacturer, supermarket or other food-service operation. Version 13x also provides greater flexibility and customer customization in nutrition content; multiple serving sizes for recipes are available for nutritional analysis, and Nutrition Facts labels are customizable with logos, bar codes, prices and batch numbers.

Boulder-based **Red Earth Software Inc.,** a developer of email management software, released **Policy Patrol Signatures version 2** for hosted email systems that allows companies to centrally control email signatures in Google Apps and Office 365 web clients without requiring a client plugin.

Boulder-based **Product Architects Inc.** has released **Ergo**, the first of two new insulated bottle lines to be unveiled this year. A multi-use bottle designed with a half-twist cap, Ergo is designed to extend the Polar Bottle brand beyond the cycling and sports industry into the active lifestyle and outdoor markets.

A software kit and a mobile application you can use with a printer that works with an iPhone or an iPad is being developed at **Brother Mobile Solutions Inc.** in Broomfield. The new **PocketJet 673 printer** will be distributed by the Broomfield-based company, but it is made in Japan. Brother Mobile Solutions is a subsidiary of Brother International Corp. in Bridgewater, New Jersey.

Boulder-based **Zybek Advanced Products Inc.** has developed the Dock+, a docking station for the iPhone 5. The Dock+ meets Apple's strict iPhone 5 docking station requirements. The Dock+ is expected to be available in March.

Longmont-based **Rebit Inc**. released an enhanced RebitPro hybrid backup software, which no backs up both clients and servers.

BUSINESS DIGEST

MOVES

Goochose Interactive LLC, doing business as **Goozmo**, moved from 1900 Folsom St., Suite 108, in Boulder to 1650 38 h St. Suite, 205W, in Boulder.

BRIEFS

The local and state unemployment rates dropped in September, with the Colorado rate falling two tenths of a percentage point to 8 percent, according to a report issued by the **Colorado Department of Labor and Employment.** The not-seasonally adjusted unemployment rate in Boulder County dropped as well, falling to 5.7 percent in September from 6.1 percent in August and 5.9 percent in September 2011. Broomfield County posted a smaller drop, with the rate falling one tenth of a percentage point in September to 7 percent. In September 2011, unemployment in Broomfield was 7.2 percent. In Colorado in September 2011, the unemployment rate was 8.2 percent.

Rally Software Development Corp. is teaming with software development organizations on research to create the Software Development Performance Index. Representatives from Boulder-based Rally, the Software Engineering Institute at Carnegie Mellon University and software development organizations are joining forces to quantify insights about development work and provide feedback on how process and technology decisions impact development-team performance. The index will aggregate a set of metrics from the areas of productivity, predictability, responsiveness, quality, customer satisfaction and employee engagement.

Parascript LLC is opening a sales office in India in response to increased demand from financial institutions in that country for automated electronic processing of checks and forms. Longmont-based Parascript's new office in Chennai provides central access to markets in India, the Middle East and other South, Southeast and East Asia countries. Parascript has a suite of software products that recognizes information on checks, envelopes, parcels and various forms. It can recognize machine print, handprint and cursive writing.

Facebook is partnering with Broomfield-based **Webroot Software Inc.** to provide the social network's more than 1 billion users with protection against online security threats. Financial terms of the deal were not disclosed. Facebookers can access Webroot's SecureAnyWhere cloud-based protection for their computers through the Facebook AV Marketplace.

The **city of Longmont's** sales- and use-tax collections increased 11.4 percent in September, compared with the same period a year ago, according to the city finance department's latest report. Longmont collected $4,136,688 in September, compared with $3,714,194 collected in September 2011. The collection in September represents sales made in August. The sales-tax component of collections increased by 5.6 percent from the same month the year before, and the use-tax component increased by 40.4 percent. Total sales- and use-tax collections for the year to date increased 3.9 percent compared with the same period in 2011, according to the report.

Water-quality information assembled by the **Colorado Oil and Gas Conservation Commission** is available to the public through a new tool on the agency's website, http://cogcc.state.co.us/. The database of water samples allows the public to view water quality for specific locations throughout Colorado and marks a significant milestone in the commission's ongoing efforts to monitor, protect and quantify water quality as part of its regulatory oversight of oil and gas development in the state.

Imation Corp. (NYSE: IMN) has joined the Active Archive Alliance as a collaborative member. The Alliance is a data-storage industry consortium launched in 2010 by Boulder-based **Spectra Logic Corp.,** Dell, FileTek Inc., QStar Technologies and SGI**.** The consortium develops and educates on evolving technologies for archived data.

Zeal Optics Inc. is selling its ski goggles and sunglasses in 1,000 retail sites in Europe, Canada and Australia, through parent company Maui Jim Inc. in Peoria, Illinois. Boulder-based Zeal is working with 16 Maui Jim subsidiaries around the globe on the project. Some 108 sales and operational employees in various international locations are working on brand sales. The company was bought by Maui Jim in spring 2011 for an undisclosed sum. The company said in June that it had 13 employees working on marketing, sales and design from a new headquarters at 1230 Spruce St. in Boulder.

The number of local work-from-home employees — at 10.9 percent — is higher here than anywhere else in the nation, according to the **U.S. Census Bureau**. The percent of work-from-home employees in the Boulder metropolitan statistical area is followed by Medford, Oregon, with 8.4 percent; Santa Fe, New Mexico, with 8.3 percent; Kingston, New York, with 8.1 percent, and Santa Rosa-Petaluma, California, with 7.9 percent, according to estimates released Friday, Oct. 12, from the 2010 American Community Survey. The local statistical area includes Boulder County and some of Broomfield County, based on an online Census Bureau map.

Noodles & Co. will open a restaurant in the New York metropolitan area in partnership with the Mascott Corp., a regional franchise operator. Financial terms of the deal were not disclosed between Broomfield-based Noodles and Mascott Corp., which is based in Jersey City, New Jersey. Mascott owns and operates six restaurant brands in the New Jersey area. The Noodles restaurant is scheduled to open in early 2013 and will be located at 683 Route 18 South in East Brunswick, New Jersey.

UQM Technologies Inc. (NYSE: UQM) will provide the electric propulsion system that will power a yacht tender made by Mylne Yacht Design in Fort Lauderdale, Florida. The Mylne Bolt 18 yacht tender is a transport used to service and to deliver support and entertainment to a private or charter yacht. Longmont-based UQM's PowerPhase Pro 100 electric propulsion system is powering the all-electric vessel.

Boulder-based **Campus Publishers**, a division of Redrock Publishing Co., has added two new guides to its family of more than 40 official university visitor guides. The University of Tennessee Guide will reach 60,000 members of the Knoxville campus' community, and the University of Central Oklahoma Guide will reach 40,000 on and around the campus in Edmond. Both guides will make their debuts in fall 2013. Campus Publishers, also publishes guides for the University of Colorado-Boulder and the University of Northern Colorado in Greeley.

CONTRACTS

Louisville-based lifestyle media distributor **Gaiam Inc.** (Nasdaq: GAIA) has signed a multiyear deal with fitness icon Richard Simmons to produce and distribute fitness DVDs. Terms of the deal were not disclosed. Gaiam will produce a new infomercial for 2013 that will feature Simmons and focus on fun, dance-inspired weight-loss workouts choreographed to hit music, a digital version of his FoodMover and healthy meal plan.

The **Creative Alliance** in Lafayette has been retained by Inada USA, the exclusive U.S. distributor for Inada massage chair products. The Creative Alliance will provide integrated marketing services including advertising, website development, public relations and social media.

Tart cherry juice manufacturer **Cheribundi Inc.** in Boulder hired TDA Boulder as its advertising agency of record, duties which had been handled in-house for the last three years and, before that, by LPK, Cincinnati. Initial assignments will include a branding and packaging redesign, for introduction in first quarter 2013, and the development of sports-related sponsorship opportunities.

GRANTS

The **University of Colorado-Boulder** has been awarded $1.4 million for a new study on how changes in land use, forest management and climate may affect trans-basin water diversions in Colorado and other semi-arid regions in the western United States. The grant, part of the National Science Foundation-U.S. Department of Agriculture Water Sustainability Climate Program, was awarded to assistant professor Noah Molotch of the geography department. Molotch and his team will be identifying thresholds, or "tipping points," of change in land use, forest management and climate that may compromise the sustainability of the policies and procedures that dictate the timing and quality of water diverted from Colorado's Western Slope to the Front Range.

MERGERS & ACQUISITIONS

Boulder-based private equity firm **Grey Mountain Partners** has bought the security-glass company **North American Specialty Glass** in Trumbauersville, Pennsylvania. Financial terms of the transaction were not disclosed. North American Specialty Glass previously filed for Chapter 7 bankruptcy, according to a press statement from Grey Mountain. The purchase and additional capital from Grey Mountain has saved nearly 100 jobs at the company.

SERVICES

Boulder-based **JNBridge** LLC, a provider of interoperability tools that connect the Java and .NET frameworks on the ground and in the cloud, has announced its latest lab that demonstrates how to build .NET-based LINQ providers for Java-based HBase. The lab is available on JNBridge's website, http://www.jnbridge.com/labs.

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

CALENDAR

OCTOBER

26 The Longmont Area Economic Council presents **What Companies Want: The Relocation Process,** at its Investor Series Breakfast from 7:30 to 9 a.m., Friday, Oct. 26, at the Plaza Conference Center, 1850 Industrial Circle, Longmont. Guest speaker is John R. Frank Jr., senior vice president, industrial and advanced technology for CH2M Hill. Cost is $25 per person, Corporate table of eight is $175. For more information, contact Donna Miller at 303-651-0128 or laec@**longmont**.org.

29 A **seminar on health-care, group insurance, workers' compensation and 401(k) plans** will be held from 1:30 to 2:30 p.m. Monday, Oct. 29, at the Boulder Chamber, 2440 Pearl St., Boulder. For more information and to register, visit http://www.boulderchamber.com.

30 Startup Colorado, a partnership formed last year to promote entrepreneurship along the Front Range, is sponsoring an event intended to help entrepreneurs manage some of the challenges faced by new businesses. The **Startup Colorado Business Solutions Roundtable,** to be held from 7:30 to 9 a.m. Tuesday, Oct. 30, at the offices of accounting firm CliftonLarsonAllen, 370 Interlocken Blvd., Suite 500, Broomfield, is a chance for early-stage companies and entrepreneurs with ideas for startups to meet with certified public accountants and consultants. The event is invitation only, but companies are encouraged to apply at http://startupcolorado.com/events/roundtable-survey.

31 **Pinterest: The Fastest Growing Social Network on the Web** will be the topic of a power lunch sponsored by Equity Colorado to be held from noon until 2 p.m. Wednesday, Oct. 31, at the Lafayette Chamber of Commerce office, 1290 S. Public Road, Lafayette. R.S.V.P. at http://www.lafayettecolorado.com.

NOVEMBER

2 The Longmont Area Chamber of Commerce will host its **125th Anniversary and Membership Celebration** at 5:30 p.m., Friday, Nov. 2, at the Plaza Conference Center, 11850 Industrial Circle, Longmont. Cost, which includes dinner, is $45 for chamber members and $55 for nonmembers. Table of eight is $350. For more information go online at longmontchamber.org or call 303-776-5295.

12 Gary Grasmick, a doctor at Northwest Family Medicine in Superior, a clinic owned by Boulder Community Hospital, will hold two free public meetings on **relationships between medicines, illnesses and depression.** The first is at 7 p.m., Monday, Nov. 12, Omni Interlocken Resort, 500 Interlocken Blvd., Broomfield, and the second is at 11 a.m., Friday, Nov. 16, Boulder Valley Christian Church, 7100 South Boulder Road, Boulder. To reserve a seat, call 303-441-0480.

14 A **Boulder Business Trade Fair and Business After Hours** will be held from 5 to 8 p.m. Wednesday, Nov. 14, at the Stadium Club at Folsom Field on the University of Colorado-Boulder campus. Space remains available for exhibitor booths; exhibitors will receive two tickets for the Nov. 17 Colorado-Washington college football game. For more information and to register, visit http://www.boulderchamber.com.

15 The Boulder County Business Report presents the **Boulder Valley Real Estate Conference & Forecast** from 9:30 a.m. to 5:30 p.m., Thursday, Nov. 15, at the Millennium Harvest House Boulder, 1345 28th St., Boulder. Mark Snead, an economist and president of RegionTrack Inc., an Oklahoma City based research firm specializing in regional economic forecasting and analysis will deliver the keynote address. Topics of the day include The Art of Development, Infill Analysis, Pricing Strategies, National Developers, Residential Success Strategies and a Looking Forward forecast. Cost, which includes lunch, is $49. Register online at www.bcbr.com/section/events. For more information contact Kevin Loewen at 303-630-1945 or kloewen@bcbr.com.

The **Independent Electrical Contractors Rocky Mountain** will celebrate its 30th anniversary as Denver's largest trade association for energy and electrical contractors at its annual business dinner and 2013 board of directors election beginning at 5 p.m. Thursday, Nov. 15 at the Denver ChopHouse, 1735 19th St., Denver. More information at 303-853-4886 or www.iecrm.org.

The Center for Productive Longevity presents **Spotlight on Entrepreneurship Opportunities of Baby Boomers**, Thursday, Nov. 15, at University College on the University of Denver Campus. Cost is $35 per person, includes spouse. To register and view agenda, visit www.ctrpl.org.

DECEMBER

3 The 48th annual **Colorado Business Economic Outlook Forum,** sponsored by the University of Colorado-Boulder's Leeds School of Business, will be Monday, Dec. 3, at the Marriott City Center, 1701 California St., Denver. The event is free, but registration at www.leeds.colorado.edu/brd#cbeo is required.

Zayo to extend reach by buying First Telecom

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 email each weekday. Just click on "Register for E-Newsletters" at www.BCBR.com.

LOUISVILLE — Zayo Group LLC has signed a definitive agreement to acquire First Telecom Services LLC for $110 million in a deal that will expand the Louisville-based telecom company's holding in the Northeast and Midwest.

First Telecom Services manages a network of more than 8,000 route miles of fiber and approximately 500 on-net buildings across 11 states, according to a press release from Zayo.

The purchase is expected to close by the end of the year and will be funded from cash on hand, according to the release. The Bank Street Group LLC served as exclusive financial adviser to First Telecom Services in connection with this transaction.

Prior to the acquisition, Zayo Group's network include approximately 68,500 route miles, covering 45 states and the District of Columbia.

Posted Oct. 19.

Ball lands federal contract

BOULDER — Ball Aerospace and Technologies Corp. has landed a National Assessment Group government contract worth up to $50 million.

Boulder-based Ball Aerospace's System Engineering Solutions division in Albuquerque, New Mexico, received the one-year contract to do engineering and technical support. The contract is renewable for four, one-year periods for a total value of $50 million.

BCBR DAILY

Ball Aerospace will provide evaluations for Department of Defense programs through its work with the National Assessment contract, according to a press statement. The National Assessment Group supports the Department of Defense and other related agencies that buy products and services to support soldiers, according to the press statement.

Ball Aerospace develops and manufactures spacecraft, instruments and sensors, components and data exploitation systems used in a variety of applications. It is a division of Broomfield-based Ball Corp. (NYSE: BLL), which employs more than 14,500 people worldwide.

Posted Oct. 19.

Air charter service to open

BROOMFIELD — Air charter service Stellar Air is slated to open at Rocky Mountain Metropolitan Airport on Thursday, Nov. 1.

Partners Nowell Outlaw, chief executive, and Odell Isaac recently bought the former Western Air Enterprises Inc. operation — including its Federal Aviation Administration certificate to operate — for an undisclosed sum, Outlaw said. Stellar has four airplanes and seven employees.

Stellar's strategy will be to offer clients a "lower-cost option for first-class service," said Outlaw. For example, a round-trip charter flight to Aspen costs $895 for a plane that takes six passengers, he said.

Company officials have been working with the FAA in recent weeks to reactivate the business certificate, Outlaw said.

Posted Oct. 18.

Supercomputer center opens

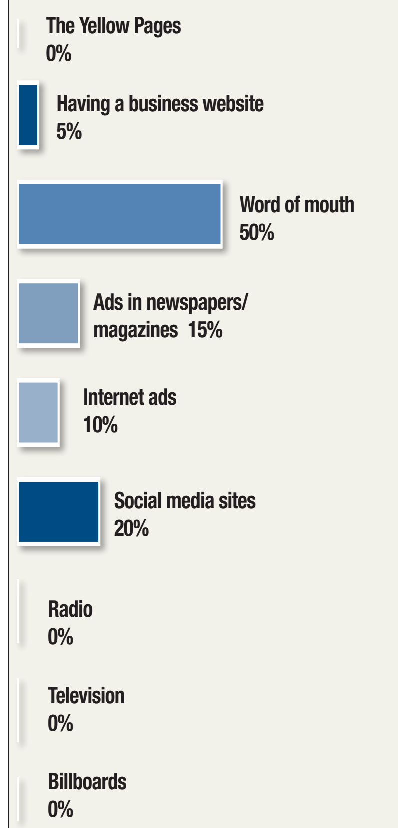
CHEYENNE, Wyoming — The Boulder-based National Center for Atmospheric Research has offi-

➤ See BCBRdaily, 23A

BCBR Opinion Poll

Our online question:

What kind of advertising is best for your small business?



– 20 Responses from Sept. 26 to Oct. 23

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.**

The power of community involvement.
The power of us

"For nearly 20 years, U.S. Bank has been by our side – providing commercial lending and depository services, in addition to foundation funding. U.S. Bank's support allowed us to create our social enterprise, Pizza Fusion, which serves as a job training program for the Coalition's clients."

John Parvensky
President, Colorado Coalition for the Homeless

U.S. Bank is proud to partner with CCH to help Denver. Community involvement is at the core of our brand promise – All of us serving you. Because, we know it takes more than just financial investment to make our hometown thrive. It takes everyone doing whatever they can do, no matter how small, to help make a difference in people's lives. All across our state, U.S. Bankers have volunteered more than 2,000 hours with nonprofit organizations, putting the power of us to work for Denver.

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EXISTING HOME SALES

September Statistics

Location	Total# Sold	Inventory	Avg. Sales Price	Avg. Days to Contract	Median Sales Price
Boulder	55	309	$614,112	48	$515,000
Broomfield	30	107	$343,250	75	$327,000
Erie	15	119	$436,976	76	$355,000
Lafayette	19	83	$362,063	40	$355,000
Longmont	75	329	$234,279	43	$205,000
Louisville	14	53	$393,788	169	$398,500
Superior	13	42	$395,954	50	$411,000
Mountains	32	328	$408,479	101	$333,500
Plains	28	291	$482,121	88	$420,000
Total	**281**	**1,661**			

Year-to-Year Comparison

	Total # Sold			Average Sales Price		
Location	09/01/10 - 08/31/11	09/01/11 08/31/12	%chg	09/01/10 - 08/31/11	09/01/11 08/31/12	%chg
Boulder	618	723	17.0	$657,872	$671,142	2.0
Broomfield	348	385	10.6	$364,088	$361,705	(0.7
Erie	248	286	15.3	$324,676	$339,698	4.6
Lafayette	222	300	35.1	$362,850	$381,168	5.0
Longmont	811	939	15.8	$248,593	$258,714	4.1
Louisville	195	235	20.5	$418,972	$424,157	1.2
Superior	110	146	32.7	$436,499	$420,039	(3.8)
Mountains	239	278	16.3	$393,590	$405,593	3.0
Plains	324	385	18.8	$635,320	$605,282	(4.7)
Total	**3,115**	**3,667**				

	Average Days to Contract			Median Sales Price		
Location	09/01/10 08/31/11	09/01/11 08/31/12	%chg	09/01/10 08/31/11	09/01/11 08/31/12	%chg
Boulder	92	78	(15.2)	$534,900	$570,000	6.6
Broomfield	92	73	(20.7)	$325,000	$328,000	0.9
Erie	87	72	(17.2)	$305,000	$325,250	6.6
Lafayette	80	74	(7.5)	$315,000	$348,500	10.6
Longmont	76	66	(13.2)	$220,000	$234,000	6.4
Louisville	60	56	(6.7)	$380,000	$380,500	0.1
Superior	63	43	(31.7)	$400,500	$392,200(	2.1)
Mountains	129	128	(0.8)	$341,000	$342,250	0.4
Plains	104	93	(10.6)	$499,000	$472,000	(5.4)

EXISTING CONDO SALES

September 2012 Statistics

Location	Total# Sold	Inventory	Avg. Sales Price	Avg. Days to Contract	Median Sales Price
Boulder	47	268	$294,417	67	$283,000
Broomfield	6	32	$228,000	96	$199,250
Erie	3	15	$162,666	13	$148,000
Lafayettte	10	33	$164,600	69	$153,500
Longmont	15	62	$170,536	42	$156,700
Louisville	5	6	$197,680	8	$199,500
Superior	1	11	$216,000	51	$216,000
Mountains	1	2	$415,000	105	$415,000
Plains	73	8	$170,207	74	$155,000
Total	**95**	**467**			

Year-to-Year Comparison

	Total # Sold			Average Sales Price		
Location	09/01/10 08/31/11	09/01/11 08/31/12	%chg	09/01/10 08/31/11	09/01/11 08/31/12	%chg
Boulder	525	650	23.8	$312,910	$307,742	(1.7)
Broomfield	64	75	17.2	$218,191	$225,508	3.4
Erie	34	24	(29.4)	$180,650	$193,124	6.9
Lafayettte	76	94	23.7	$178,964	$196,838	10.0
Longmont	159	216	35.8	$175,899	$182,395	3.7
Louisville	39	35	(10.3)	$178,266	$227,509	27.6
Superior	18	29	61.1	$200,411	$211,389	5.5
Mountains	1	1	0.0	$91,000	$265,900	192.2
Plains	82	83	1.2	$204,095	$192,858	(5.5)
Total	**998**	**1,207**				

	Average Days to Contract			Median Sales Price		
Location	09/01/10 08/31/11	09/01/11 08/31/12	%chg	09/01/10 08/31/11	09/01/11 08/31/12	%chg
Boulder	124	139	12.1	$250,000	$250,000	0.0
Broomfield	138	139	0.7	$218,500	$229,500	5.0
Erie	110	83	(24.5)	$143,950	$149,250	3.7
Lafayettte	84	72	(14.3)	$178,375	$200,500	12.4
Longmont	95	89	(6.3)	$162,000	$167,500	3.4
Louisville	84	75	(10.7)	$180,000	$201,000	11.7
Superior	59	55	(6.8)	$200,900	$184,000	(8.4)
Mountains	171	25	(85.4)	$91,000	$265,900	192.2
Plains	133	70	(47.4)	$182,000	$166,125	(8.7)

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

297-unit apartment complex planned for Broomfield

REAL ESTATE
Michael Davidson

BROOMFIELD — One of the nation's largest developers of multifamily apartment projects is planning to purchase property for a new 297-unit complex in Broomfield.

Wood Partners plans to build Alta Harvest Station Apartments on 13.75 acres at the southwest corner of Wadsworth Boulevard and 118th Avenue. The project, scheduled to be completed in February 2014, is across U.S. Highway 36 from 1stBank Center.

Wood Partners announced in a press release that it planned to break ground for the apartments.

Job growth in Broomfield attracted Wood Partners to the city, which has a number of apartment complexes in the works.

"Our primary goal for this new multifamily community is to serve the nearby Interlocken/Broomfield business hub, where recent job growth has been strong," Wood Partners director Tim McEntee said in the release.

Alta Harvest Station will be 13 three-story buildings with 175 one-bedroom units, 107 two-bedroom units and 15 three-bedroom units. Average size of the units will be 940 square feet.

According to information submitted to Broomfield during the planning process, Wood Partners intends to purchase the property from Jere Mock. A deed has not been recorded yet by the Broomfield central records office, but during the planning process Wood Partners valued the land at $4.8 million.

Wood Partners projected the cost of construction to be $40.2 million, according to Broomfield records.

Wood Partners is the general contractor. Womack + Hampton, a Dallas-based firm, is the architect.

BOULDER

WESTVIEW: Boulder Housing Partners has closed on its acquisition of 34 newly constructed apartments in north Boulder.

The complex, named WestView Apartments, is at 4600 Broadway and

➤ See **Real Estate, 21A**

Top 10 Boulder County Builders

Year-To-Date through August 2012

Builder	Home Sales	County Market Share
1.Ryland Homes	50	13.7%
2.Boulder Creek Builders	47	12.9%
3.Meritage Homes	41	11.3%
3.4655 Yarmouth	41	11.3%
5.Markel Homes	26	7.1%
6.Markel Homes-Coast to Coast Development joint venture	22	6.0%
7. D. R. Horton	15	4.1%
8. Richmond American	13	3.6%
9. Mcstain	11	3.0%
9. Lennar Homes	11	3.0%
Remaining homebuilders	88	24.1%
Total	**365**	

Source: Home Builders Research

Top-Selling Boulder County Single-Builder Subdivisions

Year-to-date through August 2012

Subdivision	Builder	City	Average Price	Recorded Closings
1. Steel Ranch	Ryland Homes	Louisville	$465,000	49
2. Peoples Clinic Sub /4655 Yarmouth	4655 Yarmouth LLC	Boulder	$273,600	41
3. Silver Creek	Meritage Homes	Lafayette	$342,200	26
4. Steel Ranch Patios	Boulder Creek Builders	Louisville	$478,600	21
5. Kingsbridge	Boulder Creek Builders	Longmont	$241,100	16
6. Prairie Village/D. R. Horton	D. R. Horton	Longmont	$286,000	15
7. Canyon Creek/Meritage	Meritage Homes	Erie	$453,000	13
8. Hover Crossing	Lennar Homes	Longmont	$264,000	11
8. Indian Peaks South	McStain	Lafayette	$523,700	11

Source: Home Builders Research

REAL ESTATE from 20A

was purchased for $5.28 million.

Boulder Housing Partners will offer the one-, two- and three-bedroom units at below-market rates, and tenants must meet the organizations' income restriction guidelines, director of development Stuart Grogan said.

The project was built with financial support from the developers of the Two Nine North development in Boulder to meet the city's requirements for permanently affordable housing, Grogan said. Boulder Housing Partners acquired the property at substantially below market rate, he said.

Builders still are putting a few finishing touches on the property, which should be ready for tenants to move in in November, he said.

The WestView apartments will improve Boulder Housing Partners' portfolio of properties by offering options to Boulder residents who earn too much to qualify for other types of subsidized housing but cannot afford market rate units, Grogan said.

"To have this balance is a really nice thing for us," Grogan said.

LUXURY HOMES: Eight homes sold for more than $1 million in Boulder in September, and across the Denver region the number of million-dollar-plus sales increased 38 percent on a year-to-year basis, according to a report on the luxury home market released last week.

The Coldwell Banker Residential Brokerage luxury-home report found 69 luxury homes were sold in the Denver metropolitan area in September, up from 50 in September 2011. In addition to the eight homes in Boulder, one home in Lafayette and one home in Longmont cleared the $1 million price.

The sales in Boulder County dropped from August, when 15 homes in Boulder and one in Louisville sold for more than $1 million. A small seasonal downturn is normal, according to the report's author.

The report is based on Multiple Listing Service data.

The number of high-end homes sold in metro Denver was down from 74 in August, but the median price of $1.3 million is almost 4 percent higher than the median price in August.

Homes that sold averaged 152 days on the market, the report said, and sellers received 92 percent of their asking price.

FORECLOSURES: The foreclosure numbers in Boulder and Broomfield counties improved in September, with drops in both the number of foreclosures started and completed.

In September, 62 foreclosures were started in Boulder County, down from 76 in August. The city with the most foreclosures initiated was Longmont, with 35, trailed by Boulder, with 14.

Broomfield also saw a drop, with 13 foreclosures initiated in September, down from 24 in August.

The number of foreclosure sales dropped significantly in Boulder County, where 27 properties were sold in September, down from 50 during August. In Longmont, 17 properties were sold, while seven were sold in Boulder.

In Broomfield, there were 10 foreclosures sales in September, down from 11 sales in August.

The data was compiled from the Boulder and Broomfield public trustee's offices.

FIRESTONE

NEW OFFICES: Developer Chris Wysock has received approval to begin construction on an office park in Firestone that will feature two 10,000-square-foot Class A office buildings.

St. Vrain Office Park will be located in St. Vrain Ranch, a subdivision of 586 single-family homes located across from the Firestone Civic Center, city complex and park at the corner of Sable Avenue and Colorado Boulevard, two miles east of Interstate 25 and one mile south of Firestone Boulevard, which becomes Colorado Highway 119 west of the interstate.

The buildings, in the Southwest Weld County Economic Development Area, are designed for medical and professional use.

Wysock, the project manager, said Mark Biddison is handling sales, leasing or investing, and the real estate broker for the project is Bob Chambers.

Doug Storum contributed to this article. Michael Davidson can be reached at 303-630-1943 or mdavidson@bcbr.com.

Foreclosures in Boulder Valley
September 2012

City	Foreclosures Filed	Deeds Issued
Allenspark	0	0
Boulder	14	7
Broomfield	13	10
Eldorado Springs	0	0
Erie	2	2
Golden	0	0
Gold Hill	0	0
Hygiene	0	0
Jamestown	0	0
Lafayette	3	1
Longmont	35	17
Louisville	4	0
Lyons	2	0
Nederland	0	0
Niwot	1	0
Pinecliffe	0	0
Superior	1	0
Ward	0	0
TOTAL	**75**	**37**
Year-to-date 2012	836	350

*Reflects only the portion of Golden in Boulder County

Source: Public trustees of Boulder and Broomfield counties

TOASTED from 14A

Twisted Pine's Big Shot Espresso Stout took bronze in the Coffee Beer category, which had 62 other entries. The medal is the third the beer has won, with another bronze in 2010 and a silver in 2008.

The medals already are on display above Twisted Pine's taps, and Baile thinks they will boost sales as well as pride.

The awards cap a big year for Twisted Pine. The brewery has doubled the size of its ale house at 3201 Walnut St. to 1,200 square feet, and its brewery has nearly doubled in size with the addition of a new canning facility. Twisted Pine produces about 5,000 barrels a year, distributes to eight states and employs 22 people, Baile said.

Despite the growth, the 17-year-old craft brewery will retain a lower profile than some of Boulder County's other craft brewers, such as Oskar Blues, Left Hand Brewing and Avery.

That's just the way Baile and Twisted Pine like it.

"We really like the 'boutiqueness.' We can come up with some really wild beers. It gives us more freedom," Baile said.

With six prior Great American Beer Festival medals and two from the World Beer Cup, the brewery is on the radar of beer lovers and has a prestigious pedigree. Twisted Pine was founded in 1995 by renowned craft brewer Gordon Knight before it was purchased by Baile in 1997.

Twisted Pine might boost production to the 20,000- to 25,000-barrel range in the future, but will never build new breweries and restaurants or distribute from coast to coast.

"It just becomes this monster you have to feed," Baile said.

Twisted Pine was not alone in receiving honors from the Great American Beer Festival's judges.

BJ's Restaurant & Brewery in Boulder took home a gold in the Indigenous Beer category, beating 26 other entries.

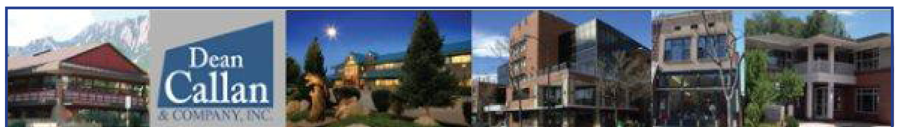
Boulder-based Avery Brewing Co.'s White Rascal earned a silver medal in the Belgian-Style Witbier category, which had 49 other entries.

Upslope Brewing Co. in Boulder won silver for its Upslope Brown Ale, which competed against 60 other beers in the American-Style Brown Ale category.

Boulder-based New Planet Beer Co.'s Brown won silver in the Gluten-Free Beer category, which had 19 other entries.

Sawtooth Ale, which is made by Left Hand Brewing Co., took bronze in the Ordinary or Special Bitter category. The Longmont-based company faced 36 other entries.

According to the association, 666 breweries from 48 states, the District of Columbia and Guam submitted 4,338 entries for the 84 categories in this year's competition.



The Dean Callan Recognition Award

In memory of Dean Callan and in recognition of his many years of dedicated commercial real estate service, we are pleased to announce the Dean Callan Recognition Award. This award will be given annually to a member of the Commercial Brokers of Boulder.

The recipient will be nominated by their peers. Nominations will be given to the CBB Board of Directors *by the end of November*. The recipient will receive recognition at the December CBB meeting as well as an achievement award. In addition, the McElwain & Callan families will make a $2,500 charitable contribution in the name of the award winner. The recipient will choose a charity from a select group of charities that the family feels Dean would support.

Nominations will be based on:
Exceptional professional service to clients
Respectful of others
Integrity
Community involvement
Leadership and Mentoring

Want to learn more?
Watch a video about the award here:
YouTube http://tinyurl.com/DCCaward

To Nominate a Broker:

In 100 words or less, please tell us who you have nominated and why.
Send to Julie Raines, CBB Administrator, at the address below before November 20, 2012.

For those wanting to learn more about the award, or to donate to the Dean Callan Foundation, please contact:

Julie Raines
303.449.1420 ext. 11
jraines@deancallan.com

Dean Callan & COMPANY, INC.

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Phillips 66 loss can fuel opportunity

All is not lost.

Phillips 66's recent announcement that it would not build its 7,000-job renewable-energy research center on the former Storage Technology Corp. campus in Louisville was disappointing.

But it was not unexpected. Fears had abounded among local and state economic-development officials for the past couple of years, practically ever since ConocoPhillips first announced the project in early 2008. Any observer could read between the lines of press releases that announced repeated delays in the project.

The project's fate probably was settled the minute that ConocoPhillips decided to split into two companies: There was no guarantee that leadership at Phillips 66, which had inherited the plan, would see it through.

Expectations were high that the development would jumpstart the Boulder Valley's clean-tech economy

EDITORIAL

the same way that IBM Corp. jumpstarted the technology sector. To lose such a project is painful.

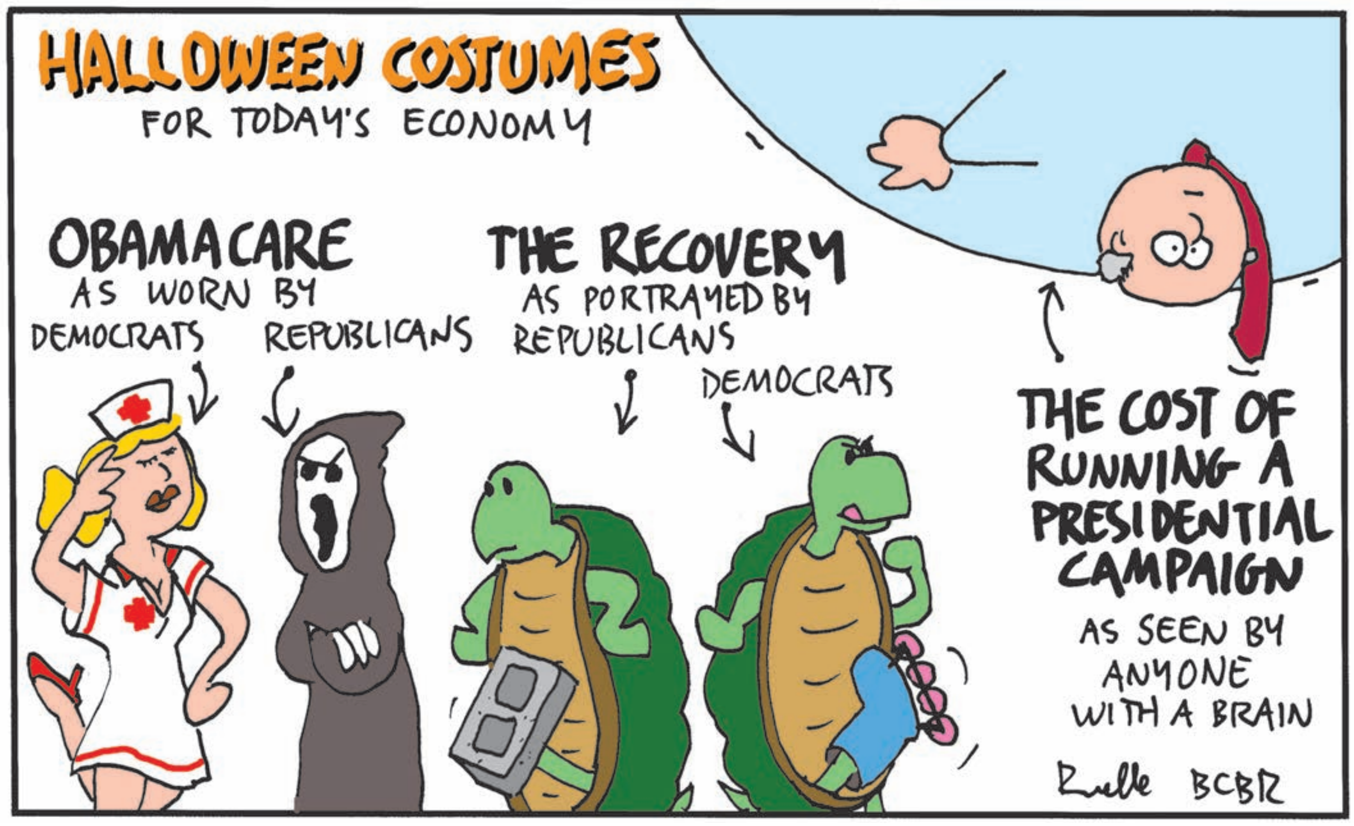
But think of the asset that we still have: The former StorageTek campus encompasses 432 acres of land perfectly situated just outside Boulder along U.S. Highway 36, near the Interlocken business park.

The land is close to the University of Colorado and federal labs in Boulder and Golden. Proximity to the Northwest Parkway provides easy access to Denver International Airport.

This land will be developed. Whether that development is a clean-tech campus that spurs the industry in Colorad remains to be seen. Perhaps it will be another local business park, providing much-needed office space for companies growing out of the Boulder startup hotbed.

Perhaps it will add to the state's biotech hubs, or become a candidate for the NASA-oriented aerospace and clean-tech campus once envisioned for Loveland.

We would have loved to see the Phillips 66 plan reach fruition. But we'll also love to see what takes its place.



We have excess ad negativity

Politicians should stick to telling us what they will do

It's really easy to observe politics from the living room couch. Just turn on the tube.

They're everywhere, those lousy, irritating negative political ads.

There's even a video on YouTube on how to make one.

I don't know why I expect anything different. It seems negative campaigning is built into our country's political fabric. It's our history, ever since John Adams and Thomas Jefferson traded insults about physical attributes and family heritage, topics that had nothing to do with running a country.

I've become quite negative about negative campaign advertising. Negative campaigns are an insult to our intelligence. They are a waste of our time. They aren't even entertaining. Nov. 7 can't get here fast enough.

Critics on both sides contend opponents' ads are short on truth. So who we gonna believe? Do the folks behind all these attack ads really think they are making some kind of mind-changing impression?

Maybe so. Liz Skewes, an associate professor at the University of Colorado-Boulder's school of journalism and mass communication, said in an interview with CU graduate student Lucia Palmer that although most people dislike the ads, negative advertising is effective. For people just tuning in to the election and as yet uninformed, these ads affect their perception of the candidates. "Everyone says we hate it," Skewes said. "But we remember it."

OBSERVATIONS
Doug Storum

A study conducted by the University of Miami School of Communication shows that a negative political ad is most effective when shown in moderation. But if it is aired frequently, it has a backlash effect on how the sponsoring candidate is viewed.

But negative political advertising doesn't just affect voting decisions. Skewes said an abundance of negative ads can suppress voter turnout and reduce confidence in political effectiveness and trust in the government.

The hundreds of thousands of television commercials broadcast by the presidential candidates are lopsidedly negative; this is the case with 80 percent of those put out by President Barack Obama and 84 percent of those by Gov. Mitt Romney, according to CMAG, an advertising tracking unit at the analysis firm Kantar Media.

Even Obama and Romney have condemned some of the ads — but only the ones from the other side.

Obama and Romney suspended negative ads for a day in September, keeping their remarks apolitical out of respect for the victims of the Sept. 11 terror attacks. Out of respect to the rest of us, they should have tossed them into File 13.

Guys: If you're going to spend billions of dollars on airtime, tell me what you are going to do to improve our situation as a nation, a state, a county, a city. Don't tell me what's wrong with the person you are running against. Don't twist, stretch or ignore the truth. Give us voters some credit. We can handle the truth.

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BOULDER COUNTY BUSINESS REPORT
VOLUME 31, ISSUE 23
BizWest Media LLC

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

To advertise or subscribe: 303-440-4950
Fax: 303-440-8954
Online edition: www.BCBR.com

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2011 Associate Member Colorado Press Association
The Alliance of Area Business Publications
Circulation Verification Council

BCBRDAILY from 2A

cially opened its Wyoming supercomputing center, housing one of the world's most powerful supercomputers dedicated to the geosciences.

NCAR scientists and universities across the nation are launching a series of initial scientific projects on the center's flagship, a 1.5-petaflop IBM supercomputer known as Yellowstone. These first projects focus on a wide range of Earth science topics, from atmospheric disturbances to subterranean faults, that will eventually help improve predictions of tornadoes, hurricanes, earthquakes, droughts and other natural hazards.

Located in the North Range Business Park, near the intersection of Interstates 80 and 25, about 85 miles north of Boulder, the 153,000-square-foot supercomputing center will provide advanced computing services to scientists across the United States. Most researchers will interact with the center remotely, via a laptop or desktop computer and the Internet.

Cheyenne was able to lure the supercomputer center away from Boulder in 2007 in a bidding war that came down to power - electrical more than political.

Posted Oct. 15.

Flynt buying New Frontier

BOULDER — A company founded and led by Larry Flynt has outhustled its competition in its bid to take over New Frontier Media Inc., a Boulder-based adult entertainment company.

New Frontier Media and LFP Broadcasting LLC have signed a definitive agreement in which LFP will pay about $33 million to acquire New Frontier Media (Nasdaq: NOOF). The acquisition is expected to close by the end of the year.

LFP Broadcasting is an affiliate of LFP Inc. LFP was founded by Flynt, best known as the founder of Hustler magazine. LFP markets the Hustler properties, including Hustler TV, and is based in Beverly Hills, California.

New Frontier Media distributes adult content to satellite and cable television companies which then broadcast it to consumers via video-on-demand or pay-per-view. New Frontier Media also produces adult and mainstream films.

Posted Oct. 15.

Nestle fuels Accera jobs

BROOMFIELD — Medical food company Accera Inc. has more than doubled its staff and has launched a new patient study following a $34 million investment from Nestle Health Science SA in July.

Broomfield-based Accera makes the prescription food Axona, which is used to manage the metabolic processes associated with mild to moderate Alzheimer's disease, according to company information. In July, the company announced that it had received an investment from Nestle, but did not disclose the amount.

Accera now has 30 employees, up from 13 in January when new chief executive Holger Kunze started. The expanded sales force is selling Axona throughout the United States, Kunze said.

Separately, about 500 Alzheimer's patients will be involved in the new double-blind, clinical study on Alzherimer's, Kunze said. Patients will be enrolled through 2013, he said. Results from the study are expected to be published by the end of 2015, he said.

Nestle Health Science is a wholly owned subsidiary of Switzerland-based Nestle SA. Luis Cantarell, president and CEO of Nestle Health, joined Accera's board of directors, as a result of the July investment.

Posted Oct. 15.

Broomfield OKs incentives

BROOMFIELD — Two businesses that can bring jobs to Broomfield and offer support for other businesses will receive tax incentives, thanks to a unanimous vote by the Broomfield City Council. The two reimbursements could total nearly $60,000.

Software developer The Active Network Inc. and food-manufacturing facilitator The Kitchen Coop will receive tax incentives for moving their operations and workers to Broomfield. The city expects the agreements will generate $38,231 in reimbursement investment with Kitchen Coop and $21,491 with The Active Network.

The Active Network, which helps automate businesses through a cloud-based software platform, employs about 100 people at 320 Interlocken Blvd. and has said it will move up to 200 jobs to Broomfield in the next five years. The Kitchen Coop intends to complete work by June 30 on a facility at the Skyway Center, 8835 W. 116th Circle, Broomfield, and to finalize four contracts with small food companies by the end of 2013 and 10 more by the end of 2017. It also intends to be a business incubator, providing food manufacturers with market research, company and product branding, product development, packaging design, nutritional analysis, manufacturing efficiency, brokerage and distribution.

Posted Oct. 11.

Longe leads Dynamic Materials

BOULDER — Dynamic Materials Corp. (Nasdaq: BOOM) has named Kevin Longe as president and chief executive to succeed Yvon Cariou, who is retiring.

Cariou, 66, served as president and CEO for Dynamic Materials since 2000.

Cariou helped expand the company's production facilities and customer base from the United States to include France, Germany, Canada and Russia.

Longe, 53, joined the metal-plate manufacturer in July as executive vice president, chief operating officer and director. He will start his new job March 1.

Boulder-based Dynamic Materials (Nasdaq: BOOM) operates three business segments: Explosive Metalworking, Oilfield Products and AMK Welding.

Posted Oct. 11.

Bank eyes Lafayette branch

LAFAYETTE — Home State Bank plans to open a new branch at 565 W. South Public Road in Lafayette, after it receives required approval from state and federal regulators.

The Loveland-based bank recently received approval from the Colorado Division of Banking for the site.

Home State Bank, with nine Larimer County locations, opened a Longmont branch at Roosevelt Place, 636 Coffman St., in September 2011.

In other banking news, Square 1 Bank has moved its three-person Boulder business development office to LoDo in Denver. Officials of the Durham, North Carolina-based private bank decided to move from 1801 13th St., Suite 204, in Boulder, to 1899 Wynkoop St., Suite 325, in Denver, to be more centrally located for all customers in Colorado, although Boulder's busy entrepreneur community still is expected to keep bankers' attention, he said.

Posted Oct. 10.

KeyBank opens branch

BOULDER – KeyBank opened a new branch at 2460 Baseline Road on Oct. 22– its second branch in Boulder.

The new branch is the fourth in Boulder County and the 24th new KeyBank to open in Colorado in the past four years.

The bank is offering a promotion in which people who open new checking accounts can get tickets to see the Yonder Mountain String Band on Dec. 29 at the Boulder Theater.

Statewide, KeyBank is No. 5 in terms of customer deposits behind Wells Fargo, FirstBank, U.S. Bank, JPMorgan Chase and Bank of the West as measured by bank information compiled by the Federal Deposit Insurance Corp., the federal regulator.

KeyBank has 72 branches in Colorado and assets of about $87 billion as of Sept. 30. Local branches operate under a 14-state branch network called KeyBank National Association. The bank also offers capital services to companies in some of its markets under the KeyBanc Capital Markets name.

Posted Oct. 23.

CU researches hep B

BOULDER — A new drug to treat the estimated 400 million people around the globe who are infected with hepatitis B may come out of research conducted by a University of Colorado-Boulder team.

Scientists have been looking for cellular targets of the hepatitis B virus for more than three decades, CU-Boulder professor Ding Xue, who led the studies, said in a statement. Xue and fellow researchers were able to identify particular proteins and amino acids related to hepatitis B infection. Researchers were able to manipulate the proteins and amino acids to "knock out" or weaken, the virus in human liver cells.

Hepatitis B infections can lead to hepatitis, cirrhosis and liver cancer. Hepatitis B is transmitted through blood and bodily fluids, unprotected sex, unsterile needles and from infected mothers to babies at birth.

"Now we can start thinking about new drug targets to treat HBV," Xue said.

About 600,000 people die annually from acute or chronic HBV infection, which is most common in Asia and Africa, according to a World Health Organization estimate.

Posted Oct. 23.

Wells Fargo top SBA lender

DENVER – Wells Fargo & Co. was the top Small Business Administration lender in Colorado for fiscal year 2012, according to federal SBA data.

Wells Fargo (NYSE:WFC) made 226 SBA loans in Colorado totaling $79.4 million from Oct. 1, 2011, to Sept. 30, 2012, according to the statistics. San Francisco-based Wells Fargo has 14 branches in Boulder County. Local SBA statistics were not available.

JP Morgan Chase & Co. (NYSE: JPM) was in the No. 2 slot for the same time period, making 149 loans for a total of $20.2 million. The New York-based bank has 13 branches. Minneapolis-based U.S. Bancorp (NYSE: USB) was No. 3 on the list, making 101 loans for $23 million.

Compass Bancorp (with 4 area BBVA Compass offices) came in at No. 4 with 68 loans for $10.6 million in 2012. Cleveland-based KeyCorp (NYSE: KEY) was at No. 5 with 60 loans made for $18.6 million. KeyBank has four local branches.

The SBA offers a government-backed guarantee to the small business loans, which are made through banks, credit unions and other lenders who partner with it.

Posted Oct. 23.

Nov. 15, 2012 | 9:30 a.m. - 5:30 p.m.
Millennium Harvest House, Boulder, CO
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GlobeImmune IPO not immune to global forces

BY BETH POTTER
bpotter@bcbr.com

LOUISVILLE — GlobeImmune Inc.'s plan to raise $75 million in an initial public offering appears to be on hold indefinitely.

A variety of factors appear to have affected the IPO, industry watchers say. Several point to turmoil in the American stock markets as well as financial problems in European markets.

The Louisville-based company is developing therapeutic drugs for pancreatic cancer and for Hepatitis B and C, among other research projects.

Investors see biotechnology companies as a more risky bet than utility companies, for instance, so biotechnology companies are likely to do worse when it comes to raising money in an uncertain financial environment, said Dave Traylor, a managing director at Headwaters MB in Denver, an investment bank.

"There's uncertainty, and financial markets hate uncertainty," Traylor said. "It has nothing to do with GlobeImmune per se. It's just the general market malaise."

The GlobeImmune delay doesn't necessarily mean the IPO won't happen, said another prominent Colorado biotechnology-industry person who declined to be named. The person also declined to say whether the IPO would be withdrawn.

GlobeImmune filed documents on July 2 that said the company plans to raise $74.74 million by offering 5 million shares at a price range of $11 to $13. At that time, the company said it expected to use the money for future drug research and to prepare a manufacturing facility. The company plans to list on the Nasdaq national market under the ticker symbol GBIM.

Companies typically go public in a two-month window after filing IPO plans. There were no biotechnology IPOs in the second quarter from April to June, the first time the sector has had no such movement since 2008, Traylor said. There have only been three in the

➤ See **GlobeImmune, 11A**

Time for sale

JONATHAN CASTNER

As time-share owners for 15 years, Jim and Katherine Velasco created LodgingDeals.com as their answer to the inevitable conflict between vacation time available and vacation time bought.

Website solves vacationers' 'use-it-or-lose-it' problem

BY ELIZABETH GOLD
news@bcbr.com

BOULDER — On an icy, teeth-chattering morning in the middle of January, owning rights to a shared vacation spot on the island of Aruba seems like a light at the end of a dark tunnel.

If the dates you agreed to use that oceanfront villa conflict with your sister's wedding, however, you could find yourself losing what you planned to be using and still paying for it.

As time-share owners for 15 years, Jim and Katherine Velasco decided people needed more options than "use it or lose it." LodgingDeals.com is their answer to the inevitable conflict between vacation time available and vacation time bought.

> **"Typically, people lose their time or points when they can't go, and they still have to pay maintenance. No one wants to lose either."**
>
> Katherine Velasco
> CO-OWNER,
> LODGINGDEALS.COM

"Typically, people lose their time or points when they can't go, and they still have to pay maintenance," said Katherine, LodgingDeals.com co-owner. "No one wants to lose either."

Creating an online business that matches unused time for time-share and vacation point owners with people looking for a getaway at a great price is the company's focus.

Discounts range from 25 percent to 80 percent off retail value.

Time-share owners share property costs for a specific lodging with other time-share owners. Each owner has a specific amount of allotted time, often dates that stay the same year to year.

If they are members of a vacation club, they pay an upfront amount for a number of points that can be redeemed for vacations in a variety of locations.

When Jim retired from software engineering at IBM last year, he blended his technical architecture

➤ See **Time, 10A**

Area cyclists in a league of their own

The League of American Bicyclists has renewed the city of Boulder's standing as a Platinum Bicycle Friendly Community.

The award recognizes Boulder's continued commitment to improving conditions for bicycling through investments in education, infrastructure, policies and promotion.

"We are excited that Boulder recognizes that simple steps to make biking safe and comfortable pay huge dividends in civic, community and economic development," said league president Andy Clarke. "Bicycling is more than a practical, cost-effective solution to many community challenges — it's a way to make Boulder a place where people don't just live and work, but thrive."

In September, the league announced the Diamond level desig-

BCBR EYE

nation to raise the bar for communities such as Boulder to move beyond Platinum. League representatives will visit Boulder in December to conduct an audit and work with the local cycling community on creating clear goals to achieve Diamond status. The primary measure of Diamond designation is the number of people riding and community satisfaction.

Here's a worthy holiday-giving program you may want to check out if you are in a philanthropic mood.

The "I Have a Dream" Foundation of Boulder County is gearing up its annual Adopt-a-Family program, and the nonprofit is in need of volunteers.

Adopt-a-Family, which has been an "I Have a Dream" event for more than 10 years, matches participating gift-givers with the families of children participating in the program. To get involved, contact Hanna Heuser at 303-444-3636, extension 20, or aaf@ihaveadreamboulder.org.

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COURTESY DRESSED UP SALAD DRESSING

Jamie Corder, left, and Aryn Schlichting, Dressed Up Salad Dressing's co-founders, walked away with a prize valued at $45,000 from Naturally Boulder. Corder delivered the winning pitch at Naturally Boulder's Entrepreneurial Pitch Slam.

Winner at Pitch Slam dressed for success

BY BETH POTTER
bpotter@bcbr.com

BOULDER — The Dressed Up Salad Dressing company won Naturally Boulder's Entrepreneurial Pitch Slam, walking away with $45,000 in business services and industry bragging rights.

Co-founder Jamie Corder said the company has trademark rights to the "Dressed Up" name, and plans to expand into sauces and condiments. The salad dressings are the No. 1-selling dressing in the refrigerated section at the Cherry Creek Whole Foods store, Corder told judges during the finals round of the pitch slam contest.

The company's headquarters is in Boulder, and its products are manufactured in Vail.

The "pitch slam" is billed as three minutes that can change the life of a young company. More than 20 companies pitched their products to a panel of local judges in this year's afternoon event, held at Rembrandt Yard, 1301 Spruce St., Boulder.

Three finalists were chosen to pitch at an evening awards banquet for Naturally Boulder held at the Boulder Theater, 2032 14th St.

Other pitch slam finalists included Lovely Lady Products LLC, a skincare company in Fort Collins, founded by Cheryl Crispi; and Zest Brands LLC almond desserts in Boulder, co-founded by Ken Hess.

Oh, Yes You Candy, a carob treat company in Boulder founded by Jodi Feinhor-Dennis, received an honorable mention from the judges in the finalist round.

Naturally Boulder started in 2005. The local industry trade group nurtures new natural-foods companies and promotes Boulder as a hub of natural products. The local natural- and organic-products industry generates $2.5 billion in economic impact on the state of Colorado, according to a recent study done by the University of Colorado-Boulder's Leeds School of Business.

After the pitch slam finals, key

➤ See **Pitch, 8A**

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BOULDER COUNTY BUSINESS REPORT
Volume 31 : Issue 23
Sep. 26 - Nov. 8, 2012
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The Boulder County Business Report (USPS 018-522, ISSN 1528-6320)
Is published biweekly, with an extra issue in December, by BizWest Media LLC, a Colorado corporation, 3180 Sterling Circle, Suite 201,Boulder Colorado, 80301-2338.
Periodical Postage Paid at Boulder, CO and at additional mailing offices.
Subscriptions are $49.97. International subscriptions are $180.00.

POSTMASTER; Send change of address notices to:
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PGA taps EarthvisionZ to help fans track play

BY BETH POTTER
bpotter@bcbr.com

BOULDER – If you want to see Tiger Woods in person at a PGA Tour event, EarthvisionZ LLC has just the ticket: a mobile-device software application you can use to find him.

The Boulder firm has signed a three-year contract with the PGA Tour to build the mobile app, which will show golfers' locations and score data in real time at every event on the tour, said Jeff Schott, president of EarthvisionZ. Financial terms of

HIGH-TECH MARKETPLACE

the agreement were not disclosed between EarthvisionZ and the professional golfers' tour based in Ponta Vedra Beach, Florida.

"From anywhere in the world, you'll be able to see what ball they're playing," Schott said. "You can navigate around and see your favorite players."

The mobile app is scheduled to go "live" at the Hyundai Tournament of Champions in Kapalua, Hawaii, Jan. 6-13, Schott said. As many as 40,000 people are expected to attend each of the 38 tour events this year, said Scott Gutterman, senior director of operations for PGA Tour Digital.

"It gives fans information to help them enjoy the events. We expect it to result in more movement around a course. (You'll ask), 'Where is Tiger right now?' or 'I'm watching Phil (Mickelson) right now' and pull up the application," Gutterman said.

The PGA Tour mobile app uses maps from the golf courses, volunteers who watch the players on the courses, information from Google, and satellite imagery. Volunteers In addition to being able to follow the players, you can also use the application to show the closest concession stand to where you're standing and similar information, Schott said. PGA Tour officials plan to add sponsorships around various pieces of the mobile app, Gutterman said.

The EarthVisionZ software platform – called WorldEngine – has driven more than $1 million in sales for the company in the past six months, Schott said. The company now has created about 40 websites for various clients using the proprietary platform. The software originally was developed for a U.S. Air Force defense contract that ran from 2001 to 2008, Schott said.

MICHAEL MYERS

Carla Johnson, chief executive, and Jeff Schott, president, of Boulder-based EarthvisionZ LLC have signed a three-year contract with the PGA Tour to provide a mobile app that tracks players and scoring at Tour events.

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November is
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Sleep Out
Thurs, Nov 15
Join over 40 community and business leaders who will sleep out to raise awareness and support for homeless youth. Each participant pledges to raise $1,000 and will spend the night sleeping outside on the lawn between Attention Homes' administrative office and First United Methodist Church near 15th and Spruce in downtown Boulder. Presented in partnership with First United Methodist Church.

Dine Out
Wed, Nov 14/21/28
Mark the dates and dine out with us! Participating restaurants in Boulder will donate 15% of sales to Attention Homes' Runaway & Homeless Youth Program on select Wednesdays in November.
- Nov 14: Kasa Japanese Bar & Grill, 1468 Pearl St, 5-10 pm
- Nov 21: Pasta Vino, 1043 Pearl St, 5-10 pm
- Nov 28: Foolish Craig's, 1611 Pearl St, 5-10 pm

Shout Out
Thurs, Nov 1/29
Attend a community meeting (breakfast included) to learn more about local efforts to help runaway and homeless youth.
- Nov 1 & 29
First United Methodist Church, Parlor Room
1421 Spruce St, Boulder, CO
7:30-9:00 am

Green Light Project
In November, porch lights across the country will glow green to show support for runaway and homeless youth. Obtain your green light bulb ($5 donation is suggested) by emailing ContactAH@AttentionHomes.org or visit us at 1443 Spruce St.

Attention HOMES
For more information and details on how to participate visit www.AttentionHomes.org or call 303.447.1206

Rethink Church · pasta jays · Camera · Boulder County Business Report · Weekly

New branch a homecoming for Home State chief

Home State Bank's chairman, Jack Devereaux, is looking forward to opening a new branch in Lafayette — in part, because he used to live there.

The Loveland-based bank is waiting for state and federal regulators to give final approval to the new branch at 565 W. South Boulder Road before giving an opening date. Devereaux is a University of Colorado graduate.

The Guaranty Bank and Trust Co. branch now in the building is slated to close on Monday, Oct. 29.

"We think it's a good market to get into," Devereaux said. "We think our community banking style would fit well in Lafayette."

Home State Bank customers keep their checking accounts open longer than the national bank average, Devereaux says. Employees know their customers by name and answer their own phones, he says.

"We feel we offer everything the big banks do with regards to technology and with regards to what people are looking for in a bank," Devereaux said.

He added that the bank is ready to get involved in community events.

Home State Bank is the largest locally owned bank in Larimer County, with $627.8 million in assets, about 200 employees and 10 locations, including a Longmont branch and nine northern Colorado branches.

'New Direction' for IRAs

New Direction IRA Inc. in Louisville has grown 85 percent from 2009 to 2011, has expanded nationally and now has 6,500 accounts around the United States.

BANK NOTES

Beth Potter

The company focuses on self-directed individual retirement accounts — meaning clients may be investing in precious metals, real estate or even private companies, said Clay Malcolm, director of business development at the 40-person company.

"It's surprising how few people know what their options are," Malcolm said. "I say, 'You can buy a gold bar.' When they hear what they can do, they start to get excited. It's shocking."

IRA money is not taxed until a person receives it in retirement. The pre-tax money — and where to put it — has become a hot investment tool in recent years as the stock market has stagnated, Malcolm said. IRA holders traditionally invested in mutual funds and many still do, according to those in the industry.

The nice thing about working with a self-directed IRA firm such as New Direction is that you can put your own private knowledge to work, Malcolm said.

New Direction has about 2,900 clients in the area. The company charges clients a flat fee for bookkeeping and administration services.

Learn stocks' ins and outs

The Boulder Educational Exchange, or BOL-EX, and the Online Traders Institute are also in Louisville.

Robert Friedl, the founder, teaches financial education as it relates to the stock market. What that means is that you can learn how to trade stocks yourself.

Friedl said he has proprietary chart indicators to help you make decisions and will show you which websites to navigate to find the best mutual funds if you don't want to trade individual stocks. The computerized charts signal when you might want to buy or sell, Friedl said.

The Boulder Educational Exchange/Online Traders Institute services come in three different packages:

a $799 class, which is two hours per day for three days; a 2,999 class, where you also get to view the company's live trading webinars; and a $4,999 class, where you work with Friedl for a week.

"We teach students how to take their financial futures into their own hands and open their own brokerage accounts," Friedl said.

Students learn the ins and outs of short-term plays as well as long-term plays, all in a hands-on educational environment, Friedl said.

Friedl had a securities trading background, he said, but decided to put his license on the shelf so that he can teach others about the stock market.

With the rise of national trading platforms such as Scottrade and E-Trade, it just makes sense that people want more education about the general market.

Friedl said he can help. He does one-on-one teaching in the interactive webinars, and in classes at the company's physical location at the DaVinci Institute, 511 E. South Boulder Road, Louisville.

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

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^ Annual percentage yield is accurate as of 10/1/12 and subject to change at bank's discretion. Minimum $10,000 opening deposit up to $99,999 required to earn advertised APY. CD will renew at standard 6 month rate; 0.05% APY for Business and Personal CD as of 10/1/12. Opening deposit funds must come from a financial institution other than Vectra Bank. Substantial penalty for early withdrawal. See Banker for details.

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Tech-job seekers calling shots, execs say

BY MICHAEL DAVIDSON
mdavidson@bcbr.com

DOUG STORUM

David Jilk, left, chief executive of Boulder-based Standing Cloud Inc., said software engineers can exert influence over schedules. He said young employees might work longer and later hours in exchange for later starts. Older employees favor more traditional hours that allow them to spend evenings with their families. Blending the two can pose challenges, he said. Also participating in the Boulder County Business Report's CEO Roundtable on technology are, from left, Robert Reich, OpenSpace Store; Steve Grandchamp, OpenLogic Inc.; and Jim Haid MobileDay Inc.

BOULDER — Times are good for software engineers, at the expense of companies trying to hire them, according to the executives of some of Boulder's and Broomfield's leading tech companies.

The executives attended the latest Boulder County Business Report CEO Roundtable, which this month focused on the tech industry.

Finding the right talent, even more than finding investors or office space, is the biggest challenge Boulder-area tech companies face right now, the executives said.

CEO ROUNDTABLE

The lures of salary, benefits and flexible schedules with reasonable hours help, but quality job candidates are making new demands, Open Logic Inc. chief executive Steven Grandchamp said. High demand means they can scrutinize companies and focus on the quality of the management team and its vision.

"People want to sit down and talk to me before they make a decision," Grandchamp said."It's a good thing, actually, because they're now vested in the company, not just the code they're writing."

They maintain their leverage after they join a company, he said, and engineers are becoming more willing to speak up about project management decisions.

"You'll lose engineers if you're not working in 'the right way' with the right technologies," Grandchamp said.

"The engineers pretty much call the shots in terms of the style of developing software," Standing Cloud Inc.'s CEO David Jilk said.

They also can exert greater influence over schedules, Jilk said. The culture at startups tends to skew young or old. In the former, young employees might work longer and

➤ See **Roundtable, 9A**

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BOULDER COUNTY BUSINESS REPORT

PITCH from **4A**

players in Boulder's natural-foods industry handed out awards to top local companies during the awards banquet. The trade group held a special remembrance for Lance Gentry, president of Boulder-based Justin's Nut Butter LLC, who died of a brain tumor in June. Naturally Boulder's Breakthrough Innovation Award was renamed the Lance Gentry Innovation Award in honor of Gentry. In addition, the trade group presented a $2,000 check to Gentry's wife, Nancy Gentry, for a scholarship fund for the Gentry children, Zachary, 10, and Amelie, 8.

Lafayette-based Door to Door Organics Inc. received the Company of the Year award.

Boulder Soup Works received the Best Young Business award.

Denver-based Teatulia received the Focus on the Future Sustainability award.

Joan Boykin, former executive director of The Organic Center, received the Local Hero award.

Boulder-based Cheribundi Inc. received the Lance Gentry Innovation Award.

Paul Repetto, co-founder of Broomfield-based Horizon Organic Dairy and a partner at Greenmont Capital Partners in Boulder, received the Lifetime Achievement award.

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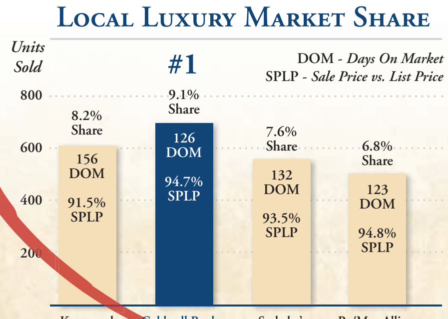

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Anne Tapp
Executive Director
SPAN
Boulder, Colorado

ROUNDTABLE from 8A

later hours in exchange for later starts. Older employees favor more traditional hours that allow them to spend evenings with their families.

Blending the two can pose challenges, he said, so founders should decide early on which type of workers they prefer.

"It's just kind of a tradeoff," Jilk said, "and culturally you can make either one of those work."

The workforce is evolving for another reason, which can be seen at the monthly Boulder/Denver New Tech meetups, said OpenSpace Store's CEO Robert Reich, who organizes the meetups. More people are considering taking the leap to becoming entrepreneurs as the buzz around Boulder's entrepreneurial scene has increased.

The potential entrepreneurs come from a wide variety of backgrounds and employers, many of which are outside the tech industry, Reich said. A common thread is that they are dissatisfied with their jobs and their visits to meetups are attempts to learn more about what it takes to build a startup.

"They're starting to think, 'I'm tired of sitting in meetings every day, I want to make a difference,' " Reich said.

The most important thing they should know is how much hard work it takes and the difficulties they will face, said Tagwhat Inc. CEO Dave Elchoness. Tagwhat is working on an app that uses location data provided by smartphones to create location-tailored tour books for users.

"For better or worse, it's trendy, and people are fascinated by this idea of starting a company," Elchoness said. "A lot of those people haven't thought about all the challenges, but it's trendy."

Raising money from investors is one of those challenges. The number of venture capitalists in Boulder and Denver has shrunk considerably during the past decade, although Boulder-based Foundry Group recently raised its third $225 million fund.

But Boulder companies continue to attract a disproportionate share of VC dollars.

The idea that a lack of locally based venture capitalists is holding Boulder back is overstated, Jilk said, and good companies with good ideas can find investors.

Opinions about how much money is out there continue to be distorted by the late-1990s tech boom, Amadeus Consulting CEO Lisa Calkins said.

"They remember how it used to be so easy," she said. "Well, it wasn't so smart either."

Technological evolution continues to shape the industry, especially the continuing boom in mobile-app development.

"There's hardly any consumer-facing software development enterprise that's not got at least half of its resources focused on mobile, and if they don't, they're headed for extinction," said Scott Green, Google Inc.'s site manager in Boulder.

Apps are reviving the market for software designed for consumers that has been dormant since the early 1990s, when Microsoft came to dominate the market and developers turned their attention to business software, Jilk said.

While the effect of apps on the software industry is dramatic, it is based on a subtle change in how users relate to software. Good apps can develop a sense of connection with users that websites cannot, Green said.

"There's a psychological consumer (belief) that you're getting something when you go to an app store and download something, that when you go to a URL, you don't have the same thing," Green said.

But the proliferation of apps should be kept in perspective, MobileDay CEO Jim Haid said. MobileDay is developing an app that makes it easier for businesses and mobile workers to connect to conference calls.

"The average person uses maybe two or three apps, frankly," Haid said. "The world is not made up of power app users."

Finally, clients remain hesitant to invest and continue to seek to improve or maintain systems they already have, said Ted Warner, Connecting Point's CEO.

The roundtable was hosted by EKS&H, a cosponsor. Berg Hill Greenleaf and Ruscitti also cosponsor the series.

PARTICIPANTS

Lisa Calkins, CEO, Amadeus Consulting Inc.; Dave Elchoness, CEO, Tagwhat Inc.; Steve Grandchamp, CEO, OpenLogic Inc.; Scott Green, site manager, Google Inc.; Jim Haid, CEO, MobileDay Inc.; David Jilk, CEO, Standing Cloud Inc.; Robert Reich, owner OpenSpace Store; Ted Warner, CEO, Connecting Point. Moderator: Christopher Wood, publisher, Boulder County Business Report.

SCHEDULE

The Boulder County Business Report conducts CEO Roundtable discussions monthly to address key issues facing companies and industries in Boulder and Broomfield counties. The CEO Roundtable is conducted in collaboration with Ehrhardt Keefe Steiner & Hottman PC and Berg Hill Greenleaf & Ruscitti LLP. The roundtables are closed to the public, but the Business Report reports on each roundtable in its print editions and posts video interviews with some participants on its Web site at www.bcbr.com.

2012 schedule

Jan. 24: Economy, published Feb. 3
Feb. 21: Banking, published March 2
March 21: Smart Grid/Alternative Transportation, published March 30
April 18: Bioscience, published April 27
May 15: Clean Tech, published May 25
June 12: Sports/Outdoors, published June 22
July 10: Real Estate/Construction, published July 20
Aug. 29: Innovation, published Sept. 14
Oct. 16: Technology/Telecommunications, published Oct. 26
Nov. 1: Health Care, publishes Nov. 9
Nov. 13: Natural Products, publishes Nov. 23