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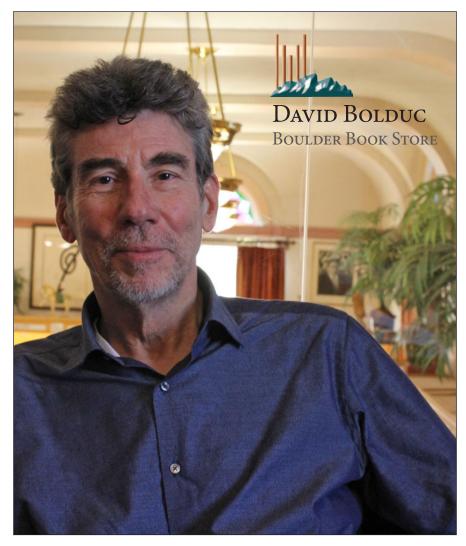
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Bolduc writes bookstore's 45-year success story

By Dallas Heltzell

news@bizwest.com

Times are hard enough for brickand-mortar chain bookstores in the era of the internet, and independents have an even rougher time.

"Our biggest challenge now starts with an A," said David Bolduc, president and owner of Boulder Book Store. "Everyone's running scared because Amazon wants the whole pie, which isn't good for democracy."

And yet Boulder Book Store, a fixture on the Pearl Street Mall, survives and thrives, with about 50 knowledgeable employees and more than 100,000 titles in 20,000 square feet of space on three floors.

"It goes up and goes over here and down there," Bolduc mused. "A lot of people from rural places have never seen a store this big. Even their libraries aren't that big."

The store attracts visitors from around Colorado and tourists from across the country and the world. It also holds more than 200 events both in the store and off site, attracting influential authors such as Deepak Chopra, Neil Gaiman, Gloria Steinem and Jon Krakauer.

"We have survived so far by our connections to the community," Bolduc said. "This community really thinks independent bookstores are very important. People constantly come in and tell us that. The vanilla flavors for everything are kind of wearing thin on people. People run ideas by us, and we say, 'Well, we'll try it.'

"Some companies want people to rely on the internet to fulfill all their needs — and it certainly can't. It's not good for communities.

"We've been very involved with 'city things' over the years, a lot of boards," he said, mentioning his membership on Downtown Boulder's board. "I wanted to do it. It was interesting, and it was also my responsibility if I was downtown."

As a founding member of the Boulder Independent Business Alliance, he participated in the development of the Pearl Street Mall. He co-founded the Boulder Valley Farmers Market and also serves on the board of Naropa University. The store also serves as Naropa's bookstore, with a small section downstairs that features the texts the school's teachers want students to use in their classes.

Bolduc had opened a co-op bookstore on East 17th Avenue in Denver in 1968, then opened Boulder Book Store in 1973 about a half block to the east of its current location. It moved to its current, larger spot in the late 1980s. For awhile, Naropa used the upstairs as a performing-arts space.

Bolduc remembers the public library in Michigan he used to roam as a boy. "It had huge, beautiful murals," he said. "I loved the place, going into the stacks, doing homework in the basement. There was something about the institution — I liked the whole history about it."

Bolduc has tried to capture that feeling at Boulder Book Store.

Boulder Beer: It's all in a (Gina) Day's work

From rock to restaurants, beat goes on for Greenlee

By Dallas Heltzell news@bizwest.com

Boulder Beer co-owner Diane Greenlee has a definite opinion about Gina Day's role in the success of the venerable brewery:

"Gina did all the work," she said, "and I got half the credit."

Gina Day knows better. She and husband Frank, along with Bob and Diane Greeley, share the kudos for the continued success of Boulder Beer, which had been founded in 1979 as Colorado's first microbrewery. They acquired Boulder Beer in 1990, and, Gina Day said, "the nice thing is that we're still here."

Armed with a bachelor's degree in medical technology, Day earned a certification with the American Society of Clinical Pathology. During her medical career, she worked at Boulder Community Hospital and the Peoples Clinic as well as Corning Medical Co.

She entered the hospitality business in 1990 when they opened The Walnut Brewery and she helped develop the menus and beverage list.

"We opened Walnut Brewery but we were unable to produce enough beer for the restaurant — and we were not producing really good beer," Diane Greenlee said. "Gina, as a medical tech, took on the responsibility to figure out what was wrong. It was contaminated, and after several months she finally worked that out."

Gina Day became active managing partner of Boulder Beer in March 1991 and served as chief executive and president until 2002. The company grew rapidly and was ranked 221st on Inc. magazine's 1995 list of the nation's 500 fastest-growing private companies.

The honors flowed like craft beer for Gina Day. In 1994 she was named Ernst and Young's Retail/Wholesale/Distribution Entrepreneur of the Year in the Rocky Mountain region, and the Boulder Chamber's Esprit Entrepreneur of Distinction. She was the U.S. Small Business Association's Colorado Small Business Person of the Year in 1995, and the next year the company received the

GINA DAY AND DIANE GREENLEE Boulder Beer Co.



Quality Award in Manufacturing from the American Society of Quality Control's Rocky Mountain Chapter.

She worked as a beverage consultant to Rock Bottom Restaurants and Boulder Beer from 2001 to 2010, and acquired Boulder Beer backfrom Craftworks Restaurants in 2014. She currently serves as a consultant and partner with Concept Restaurants, whose holdings include the Hotel Boulderado, the Walrus and Boulder Beer.

In the community, she served on the boards for the University of Colorado's College of Music, the Boulder Community Hospital Foundation and United Bank of Boulder, and as an advocate for the People's Clinic's indigent-care facility.

Day enjoys competing with her horses in the hunter/jumper circuits, fly fishing, skiing and bicycling.

Boulder Beer has endured, she said, despite competition from out-of-state beers, contract brewers and "the big guys that came in and tried to take over the Colorado market. Now it's all the little guys and little brewers coming in.

"There's a lot of brewers in the area," she said. "It's become a different game. You have to adapt and make it work to survive."



By Dallas Heltzell news@bizwest.com

Diane Greenlee well remembers her greatest learning experience, which turned into her greatest accomplishment.

"In 1975 I was young and naïve, getting into a loaner car in west Des Moines with two small children and a beagle and heading for Colorado," she said. "But in the next 14 years I learned more, accomplished more, and gained self-confidence."

Diane and husband Bob purchased a daytime-only AM radio station in Boulder — then KADE, now University of Colorado-owned KVCU-AM 1190.

"The hardest things I ever did is make sales calls," she said, "because the advertisers didn't like rock 'n' roll. We had to compete against KBOL, which was a typical small-market station back then where everybody gets their name on the stations once a month." (That station at AM 1490 is now KCFC, simulcasting Colorado Public Radio programming.)

"In '75, FM radio was just becoming available in cars, but only very expensive cars had FM," Greenlee said. "Bob made a proposal to buy KRNW-FM, and we were taking a big risk. My parents helped us finance the loan."

That station at 97.3 FM became KBCO, the legendary pioneer of a new music format called adult album alternative that has been copied around the nation. Led by Dennis Constantine, "our air staff created a format," Greenlee said. "We sold KBCO in 1989, but to this day it never hurts me at all to turn on Ginger and hear her beautiful voice."

Divested of KBCO and KADE, the Greenlees traveled to London and roamed through a warehouse full of pub fixtures such as back benches and paneling. Remembering a brewpub they'd seen in Milwaukee, Bob met with Frank Day and asked, "What do you know about brewpubs?" After checking out a few in California, the Days returned to Colorado and said yes, they believed they could run one. "Bob said 'Good, because I just bought one,' " Diane Greenlee recalled. "This whole thing started over a handshake."

The team gutted the downtown Boulder building that had housed Famous Pacific Seafood Co., and Walnut Brewery was born in 1990. It's now Boulder Beer, with a brewpub at 1123 Walnut St., and a brewery at 2800 Wilderness Place.

Diane Greenlee had earned a bachelor's degree in telecommunication arts from Iowa State University and a master's in Asian art history at the University of Colorado Boulder. She used her involvement with the Iowa State and CU alumni associations to both recruit for the alumni groups and market Boulder Beer products. "We were introducing our name and our target into a market we knew," she said. "They were the perfect demographic."

The Greenlees started a family foundation in the late 1990s, and Bob served 17 years on the Boulder City Council, including a brief term as mayor. Diane Greenlee also has worked with the I Have a Dream Foundation, United Way of Boulder County, the Boulder Philharmonic board and the Denver Art Museum, but added that "You can only hit up the same 100 names so many times."

Congratulations to the 2018 Boulder County Business Hall of Fame Inductees

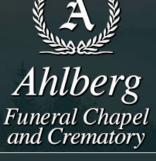




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Dogged determination pays off for Ganahl

By Dallas Heltzell

news@bizwest.com

Turning tragedy into triumph has propelled Heidi Ganahl to success in the business, political and charitable worlds — success she might not have imagined just a couple decades ago.

The Camp Bow Wow chain of doggie day-care centers she founded in Broomfield in 2000 grew from a 10-employee startup to a \$100 million juggernaut whose franchise owners employ about 3,000 people. But the path to that fetching fame wasn't a walk in the park.

She'd sold pharmaceuticals, worked at advertising agencies and as a certified financial planner, and launched NurseryWorks, ababy-beddingcatalog. None of that really stirred her passion, however, and after her first husband, Bion, died in a plane accident, she felt lost. Her brother suggested the Camp BowWowidea, which she and Bion had developed but had been shelved after his death. She opened the first center in Denver using money from Bion's life insurance settlement, and in 2003 started offering franchises. Camp Bow Wow was acquired in 2014 by

animal-hospital operator VCA (Nasdaq: WOOF), which had a reported market capitalization of more than \$4 billion. VCA, in turn, was acquired for \$7.7 billion in 2017 by privately held



food giant Mars Inc., which has a petcare division whose holdings include the Banfield pet clinics often housed inside PetSmart stores.

Ganahl remains CEO of Camp Bow Wow and launched the Fight Back Foundation, a nonprofit startup incubator for social entrepreneurs who want to address issues facing youth in Colorado. In 2015 she was appointed by Gov. John Hickenlooper to the state School Safety and Youth in Crisis Committee. In 2016, she ran as a Republican for an at-large seat on the University of Colorado's Board of Regents and defeated former state Rep. Alice Madden, D-Boulder.

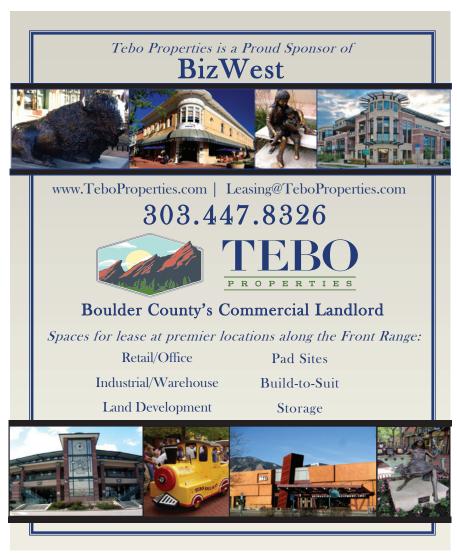
She also founded Moms Fight Back, an organization focused on child safety in Colorado, and wrote "Tales from the Bark Side: My Journey from Wayward Stray to Top Dog."

Under her leadership, Camp Bow Wow has developed apps that let pet owners have FaceTime with their animals and began working with Dog-Vacay, which matches pet sitters with people who are traveling.

Ganahl was named one of Fortune magazine's Top 10 Most Promising Entrepreneurs and won a 2016 Colorado Brave Leader award from the Colorado Business Roundtable. Parade magazine named her one of the nation's top women entrepreneurs, and Camp Bow Wow appeared on Inc. magazine's list of fastest growing companies for five years in a row.

Ganahl also serves on boards that focus on women's issues, entrepreneurship and education reform. She is married to Jason Ganahl, who owns the GQue barbecue restaurant in Westminster. Their children are Tori, Hollie and twins Jack and Jenna.





Big Red F means food, fun for Query's fans

By Dallas Heltzell

news@bizwest.com

Diners around the Boulder Valley and Northern Colorado keep asking Dave Query what the "F" in his Big Red F restaurant empire stands for. The answer, he contends, is "absolutely nothing" except for a great memory.

"I don't know — maybe friends, family, fishing, food, fun," Query said. "I went to Fairview (High School) and got a lot of Fs there."

Actually, he explained, "when the Ben Franklin store on North Broadway failed, the letters that came off the face of Community Plaza were on sale at a thrift store on East Pearl. We were looking for things to put on the wall at the original Jax Fish House, and I grabbed a big red F."

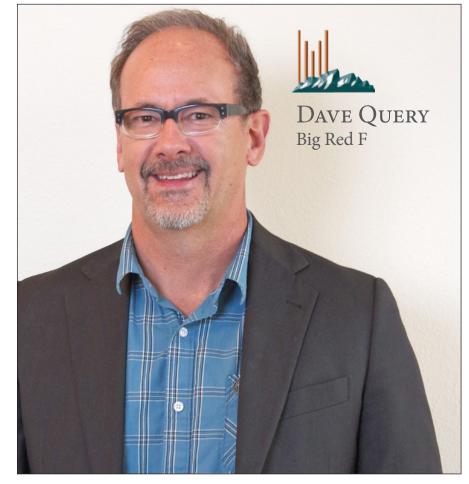
It definitely could stand for financial success for Query and his company, which today oversees Jax locations and The Post chicken restaurants.

His fondness for the restaurant industry began with his first job, at Mustard's Last Stand in Boulder, where he learned the gratifying return of making someone something to eat and having them really enjoy it. After attending the Culinary Institute of America in Hyde Park, N.Y., and a stint as the chef aboard Malcolm Forbes' yacht (there's another F), Query worked and staged in some of the best and busiest kitchens of New York City, Chicago, San Francisco and New Orleans, all the while eating out at every dive that would take him. In 1988, he returned home to Colorado and earned some renown as chef and owner of the funky Lick Skillet Café in Gold Hill, then as executive chef of Cliff Young's in Denver, and finally as chef and owner at Q's Restaurant in the Hotel Boulderado.

In March 1994, Query opened the first piece of what would become The Big Red F Restaurant Group: Zolo Southwestern Grill in Denver. Nine months later, he opened the first Jax Fish House on Pearl Street in Boulder, and more eateries were to follow, including the purchase in 2004 of a Boulder institution, the West End Tavern. The first of four chicken restaurants called The Post made its debut in Lafayette in 2014.

"It's all fun — meeting people, the opening process, figuring out what food style we're going to do. There's no downside, except dealing with the city. That's a pain."

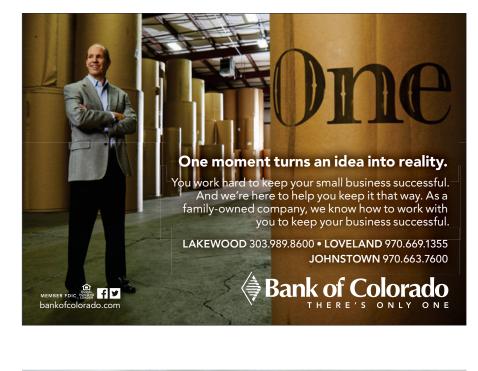
"F" could stand for future concepts, but Query said "we're really focused on Jax and the Post right now. We're trying to not just be running all over the place trying new ideas. We're hunkering down and growing those two concepts. But there's always that fun desire to try



something new, so never say never."

His company gives back to the people and communities responsible for its success through a series of local charities and nonprofits.

It's all brought Query a measure of fame — yet another F-word, as in Boulder County Business Hall of ... "





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Folks turn to Volk for employee benefits

By Dallas Heltzell

news@bizwest.com

As he ascended through the rigors and rewards of entrepreneurship, Clair Volk learned a lesson that has guided him ever since.

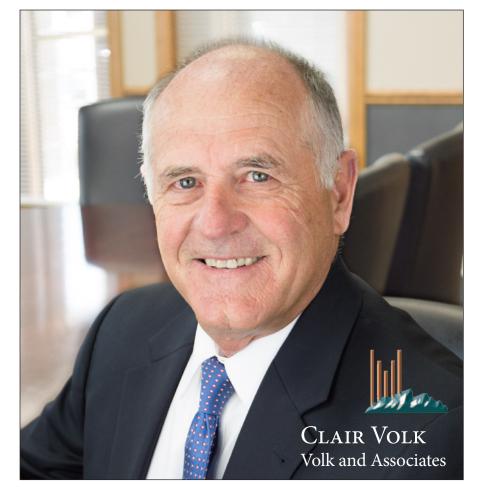
"To serve comes before anything else," he said. "If I could help enough people get what they needed, eventually I would get what I needed."

Interviewed by phone while lounging on the ocean-view deck of a vacation home on Maui, it's obvious Volk is getting what he needs — and so are his clients and their employees.

Volk is owner and founder of Longmont-based Volk and Associates and Volk and Bell Benefits, doing business as Volk GBS and marking their 31st year.

He and his partners have built the companies into one of the largest employee benefits and human-resources companies in Northern Colorado. Last year, Volk and Associates was purchased by Levitt Group/GBS Benefits, and Volk still retains partial ownership as well as the title of partner/owner. With the acquisition, his company now is part of the 20th largest insurance sales organization in the United States.

Working in employee benefits wasn't Volk's original plan. With a degree in agriculture from North Dakota State University in Fargo, he worked for nine years at farm equipment manufacturer John Deere, "but I was looking for



an opportunity to be in my own business," he said. "I had an entrepreneurial streak."

He opened his company in Longmont in 1987, and built a culture of serving others, both at work and in the community. His firms adopted the St. Vrain Greenway for monthly cleanup, provided Christmas for a family through The Pearl Group, supported various community golf tournaments and provided his staff with paid monthly volunteer hours. He and his companies have provided financial and labor support to Life Choices Pregnancy Center and OUR Center in Longmont.

Volk also serves on the board of Longmont United Hospital and the Elder Board at Lifebridge Christian Church.

"I believe in integrity, honesty and biblical principles as long as we're on this journey," Volk said, and backed up those words by founding Leadership By the Book, which provides encouragement, resources and leadership for business leaders to steer their ventures with a biblical perspective.

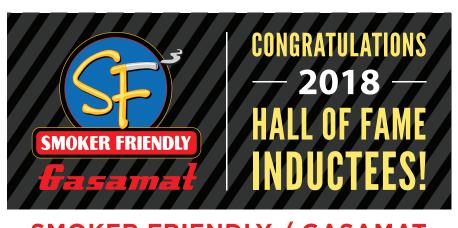
A member of the Longmont Chamber of Commerce for the past 28 years, Volk also has been a part of BizWest's Pulse event panel. He recently launched a local chapter of Venture Academy, a 12-month business and entrepreneurship training program for business leaders that covers most of the topics one would find in a master's in business administration program, at an affordable cost.

The company was one of the first in the region to offer a compliance officer and a human-resources outsourcing team working in-house, sideby-side with the benefits consultant. In 2015 and 2016, BizWest recognized Volk and Bell as a Mercury 100 Fastest Growing Company in Colorado.

In his spare time, he said, Volk enjoys playing golf, traveling, snow skiing and definitely relaxing on that deck on Maui.



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Winters warm to make your move Golden

By Dallas Heltzell

news@bizwest.com

The year was 1904. Teddy Roosevelt was president, the world's fair opened in St. Louis, and K.R. Golden launched a horse-drawn cartage and transportation business on Kimbark Street in Longmont.

Fast forward 114 years, and the fifth generation of the family-led by president Todd Winter and his sister, chief executive Kristi Winter-Davidson are still making all the right moves at Golden Transfer Co.

"We don't have a sibling rivalry. We're best friends," Todd Winter said. "I'm so fortunate not to have a conflict with a sibling in the business."

K.R.'s son George Vane "Pop" Golden replaced the horses and wagons and "basically introduced the motor age," Todd Winter said, and the company was completely motorized by the late 1920s. Pop's daughter, Maxine Golden Winter, was Todd's grandmother, and his son Vernon Verle Golden and developer Ken Pratt were original members of what was called the Longmont Industrial Park Board to lure businesses to the area. The Golden family also mined gravel to make concrete that was used in many of Pratt's housing developments. Vernon, a 1994 Boulder County Business Hall of Fame inductee, donated 94 acres of land that had been mined for gravel to the city of Longmont for what now is the Golden Ponds Nature Area and part of the St. Vrain Greenway.



Left to right: Blake Winter, Todd Winter, Kristi Winter Davidson, Courtney Davidson McBride, Brittany Davidson Strufing

Vernon's son Stewart was one of the founders of the Longmont Community Foundation, in which today's Golden Van Lines remains very involved, Todd Winter said. "We established two gifting trusts in our parents' names, the Ken and Cathy Winter Family Field of Interest Fund. Each year we donate money for grants that go to about 20 to 30 different organizations."

The moving company joined Atlas Van Lines in 1958. "One of the reasons was that we had authority for 11 western states, and that gave them 48," Todd Winter said. "At that point in time, authority was huge. Now you can buy it for a couple hundred bucks." Today's Golden Van Lines has about

100 pieces of equipment on the road and about 75 employees," he said. "Their average tenure is about 12 years but many have been here over 40," his sister added. "You don't hear that any more these days."

Much of Golden's moving business is corporate, Todd Winter said. "We were involved with IBM as they grew here, and Storage Technology. That's

what helped our company grow in the '70s and '80s. We shipped Martin Marietta's lunar lander to Cape Canaveral."

A sixth generation of the family — Todd's two sons, Blake and Keith Winter, and Kristi's two daughters, Courtney Davidson McBride and Brittany Davidson Strufing — also work for the business.

"It's not been something that's been pressed upon them, either by us or my parents. We've allowed them to migrate into the company-or not," Todd Winter said. "But I hope they decide to stay."

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