

Boulder Innovation Center

Boulder's Entrepreneurial Hub

Boulder Innovation Center Summer Newsletter

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Mike Gilliland Speaks to Entrepreneurial Community

On June 23, more than 100 members of Boulder's Entrepreneurial Community, the University of Colorado, and city representatives, gained business and leadership insight from Mike Gilliland, founder of Sunflower Markets and co-founder of Wild Oats. The event, part of the Boulder Innovation Center's lecture series, offered attendees the chance to learn how Mike grew Wild Oats from a single store to over 100 and turned a network of specialty markets into a billion dollar publicly traded company. Mike shared lessons learned over the course of twenty-four years as one of the driving forces in the Natural and Organic Industry and explained how experience gained growing Wild Oats applies to his latest effort, Sunflower Markets. Gilliland focused on three aspects of his career: his professional history with Wild Oats, how to create a successful entrepreneurial organization, and the growth of Sunflower Markets. He discussed how, when making decisions, every business must properly balance four areas of responsibility: customer, staff, community, and the bottom line. By developing a positive culture through discipline and accountability, Gilliland has created a successful entrepreneurial career that earned him numerous accolades including the 1992 Esprit Entrepreneur of the Year Award and the Rocky Mountain Ernst & Young Entrepreneur of the Year Award (1998). For the entire article, please click [here](#).





BIC In the Community 2008

Boulder Area Business Program (BABP) Active Clients- 11
University of Colorado Technology Transfer (CU TTO) Active Clients - 13

Total Active Clients - 24

Non-Clients Supported - 109

BABP & CU TTO 2008 Graduates - 13

Program Updates

Natural & Organic Program

Our Natural and Organic Program continues to thrive and grow under the co-leadership of Julie Dye and Lisa Bell. Julie and Lisa ramped up the program adding several new industry advisors for a total of more than 50 with Natural and Organic expertise and actively recruited a roster of new clients. In the past few months over 45 companies expressed interest in learning more about the BIC's specialized consulting services for the Natural and Organic Industry, many of whom interviewed to become clients. Active clients include:

[Simply Boulder Natural Cuisine](#) *Natural sauces & drizzles*

[Hemp I Scream](#) *Ice cream sandwiches made from hemp oil milk and hemp cookies*

[Altitude Spirits](#) - *Certified organic vodka, Vodka 14*

[NovAurora Skin Care](#) - *Organic Skin Care*

[Two Moms in the Raw](#) - *Raw, Gluten free Granola and Crackers*

[Bhakti Chai](#) - *Organic Chai*

[The Organic Dish](#) *Ready to cook organic meals and dinner kits*

-Julie Dye & Lisa Bell, Program Managers

Renewable Energy & Clean Tech Program

High interest from entrepreneurs seeking help has continued throughout the summer. We have added new clients, and continued to seek advisors with expertise to help existing clients move forward.

CU TTO Clients include:

[BioSIP](#) *Energy-efficient and renewable building materials using recycled content*

[CO2 Capture](#) *New technology that reduces the energy required to capture CO2 by 33%-50%*

Boulder Area Business Program Clients Include:

[Cool Energy](#) *Solar thermal space and water heating and electricity generation*

[Renewable Choice Energy](#) *Renewable energy credits and carbon offsets*

[Sunflower Corp](#) *Active daylighting systems using a solar tracking device*



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In addition, we've been active in collaborative efforts with local and state organizations to promote renewable energy interests in Colorado. One of the highlights from the summer included:

· Attending the [International Nano Renewable Energy Summit](#) held in Denver where the BIC joined forces with the [City of Boulder](#), the [Boulder Economic Council](#), the [University of Colorado](#) and the [Green Tech Meetup](#) to promote the Boulder area's resources, entrepreneurial activity, investment potential and "place to innovate" opportunities.

-Linda Olsson, Program Manager

Nanotechnology/Optical/ Engineering Program

Presently, the BIC is working with seven clients on very different technologies. Some current highlights:

In concert with CU's TTO, the BIC is working with [ALD NanoSolutions, Inc.](#) to commercialize improvements in the power and stability of Lithium-ion batteries. Another TTO client seeks to commercialize their approach for the removal of radionuclides and metals associated with mine drainage and wetland remediation. Also in the field of water purification, the BIC met with members of a project team seeking to commercialize a membrane based process for purification and desalination that exceeds present efficiency rates by between 30%-60%.

-Kenneth Altshuler, Program Manager

Software Program

LineRate Systems held their first advisory board meeting. The business plan continues to be refined with a focus on opening new markets using their parallel processing technology. The founders have recently presented their technology to Argonne National Labs, Chelsio Communications, Google, Pareto Networks, and Red Seal Networking. In addition, LineRate received a \$25,000 grant from the CU Technology Transfer Office to develop a proof of concept network appliance.

-Kevin Devault, Program Manager

BioScience Program

Please welcome Tim Prodanovich as the BioScience Program Manager. Tim is one of the principles of [3QMatrix](#), a wound care company that the BIC was involved in forming based on CU intellectual property. Tim has worked in the medical equipment market and has held senior business development and customer service positions at Nexxion, Par Technology and Tyco. He has a BA in Biology and an MBA. We have a very active BioScience program underway at the BIC and are currently involved with the formation of 2 additional BioScience companies coming out of CU, in addition to [3QMatrix](#). We are also in the process of submitting a

proposal for \$50K of HB1001 BioScience infrastructure program funding from the State of Colorado.

-Tim Bour, Executive Director & Tim Prodanovich, Program Manager

The BIC is looking for interested Advisors to help in the commercialization of exciting and promising ideas. If interested, please contact Advisor@BoulderInnovationCenter.com

BIC Addresses Need for Improved Science Education

the results of research and engineering efforts that BioServe undertakes when performing experiments on NASA's space shuttle and the International Space Station (ISS). From this collaboration, a potential product could be the commercialization of kindergarten to grade 12 STEM curricula and materials that model space-based experiments in the classroom. BioServe experiments address the natural sciences in a microgravity setting. On Earth, students would perform parallel experiments and compare their results to data generated on the shuttle or the ISS. BIC has empanelled experts in production and commercialization of science education products to identify the product requirements and market potential of this distinctive space-earth science curriculum.

BIC Sponsorship Grows Under Rani Jacobs

We have been making significant strides in our Sponsorship Development activities:

Strengthening our Sponsor/Client Referral Program - The BIC has formalized the Sponsor/Client referral process benefiting both Clients and Sponsors through qualified referrals. These referrals will begin extending beyond our traditional Sponsors in the fields of Accounting, Commercial Banking and Law to include the following service areas: Human Resources, Insurance, IT Services, Market Communications, Real Estate Brokers and Developers, Valuation Firms, Venture Banks, Wealth Management and Web Designers.

Creating Increased Marketing Opportunities for our Sponsors -

The BIC offer Sponsors a host of marketing opportunities for exposure to our larger entrepreneurial network now made up of almost 1,400 individuals. These opportunities include: articles in our newsletters, logos and company bios on our website, and promotion at our networking events. Our new website will feature a special company page for each of our sponsors within the website to specifically target our entrepreneurial audience and provide educational content. Educational forums will begin in 2009 allowing

Sponsors direct interaction with our network.

We Welcome Your Involvement - We are seeking new sponsors who support the mission of the BIC. If you would like to participate with us in a sponsorship capacity, know of someone who would, or just want additional information, please contact Rani Jacobs at Rani@BoulderInnovationCenter.com call 303-444-2111 ex. 102.

BIC Sponsor Information

Elevations Credit Union Breaks the Stereotype

[Elevations Credit Union](#) has been part of Boulder and beyond for over 54 years because they're not like everyone else. People mistakenly think we're just like a bank. They are partially right. [Elevations Credit Union](#) has all of the "normal" banking products; checking, savings, CDs, auto loans, credit cards, mortgages, home equity loans, branches, ATMs, business services and online banking. But [Elevations Credit Union](#) is different. They also provide tools and resources to help community members become better consumers. When was the last time an auto loan company or bank actually helped you get a good car deal by providing you with "how-to steps" to negotiating for the best car deal? When did a company you do business with provide you with tools and resources to protect your privacy? What other financial institution has a business model that is owned by and is driven to serve the account holders, not profit driven stockholders? What other financial institution is focused exclusively on Boulder and Broomfield counties and is actively connected and involved in these two counties? We are local; money deposited here, stays here, and is loaned to other account holders that spend those same dollars here. That's as local as you can get! Next time you want to deposit money, get a loan or seek consumer advice think www.elevationscu.com or call either Rich Jones, VP Marketing - 720.565.6045, Rich.Jones@elevationscu.com; or Dennis Paul, AVP Business Development - 303.443.4672 x1188, Dennis.Paul@elevationscu.com.

Townsend and Townsend

[Townsend and Townsend and Crew](#) is an intellectual property law firm that teams with businesses, inventors, entrepreneurs, scientists and investors to protect their innovative products and ideas. The Denver office of [Townsend and Townsend and Crew](#) has the largest IP law practice in Colorado, with more than 30 attorneys who are intimately familiar with technologies for which Boulder and the Front Range are renowned, including computer hardware and software, energy-related technologies, nanotechnology, and medical devices. Attorneys in [Townsend's](#) Denver office represent some of Colorado's largest technology

companies, as well as many early-stage and emerging companies seeking to capitalize on their intellectual property. In addition, [Townsend](#) is able to draw on our depth of experience as one of the largest intellectual property law firms in the United States, including offices across the nation, from our home offices in the Silicon Valley, to San Diego, Seattle, and Washington D.C., as well as our Tokyo office. Townsend has been helping entrepreneurs in the Western United States since the days of the California Gold Rush. Today, [Townsend](#) assists clients across the nation in virtually every area of technology.

Recently ranked by Managing Intellectual Property magazine as the top patent prosecution firm in the United States, [Townsend](#) has more than 230 attorneys and patent professionals, many with advanced technical degrees and extensive scientific and business experience. To learn more, contact Chad E. King, ceking@townsend.com, or Charles W. Gray, cwgray@townsend.com, 303-571-4000 or visit www.townsend.com.

Thank-you for your ongoing support of Boulder's Entrepreneurial Hub. The Boulder Innovation Center is the place to get involved with the community's vibrant entrepreneurial network.

Sincerely,

Tim Bour, Executive Director
Boulder Innovation Center
303.444.2111

Tim@BoulderInnovationCenter.com

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