



COLORADO ASSOCIATION OF
BUSINESS INTERMEDIARIES

2015

Member Directory


JULIAN M. IZBIKY
ATTORNEY AT LAW



Broker Members



Leonard Abels

Mountain States Business Brokers Group
2580 E. Harmony Rd. #301
Fort Collins, CO 80528
970-221-9950
lenabels@comcast.net
www.msbbba.com



Arturo Ayala

Financial Scientifics Group
383 Corona St.
Denver, CO 80218
303-346-8669
arturo@denverbusinesssales.com
www.financialscientifics.com



Rob Amerine

The FBB Group, Ltd.
303 South Cascade Ave., Ste. 200
Colorado Springs, CO 80903
719-635-9000
rob@fbb.com
www.fbb.com



Thom Beckett, CBI

Mountain Ghost, LLC
PO Box 713
Breckenridge, CO 80424
970.485.9488
mtngghost04@yahoo.com
www.mountainghost.net



Connie Arcement

Proforma West, LLC
1485 St. Andrews Dr. #100
Broomfield, CO 80020
303-427-0822
carcement@comcast.net
www.proformawest.com



Ralph Bellizzi

Aaron Bell International
9101 E. Kenyon Ave., Ste 2300
Denver, CO 80237
720-200-0470
rab@aaron-bell.com
www.aaron-bell.com

Broker Members



Kathie Bluejacket

National Business Brokers, Ltd.
3060 N. Academy Blvd. #200
Colorado Springs, CO 80917
719-635-8133
kat4bizsale@aol.com
www.natbiz.com



Mitch Carlson

Mountain States Business Brokers Group
1200 S. College Ave, #306
Fort Collins, CO 80524
970-801-7784
mitch@msbba.com
www.msbba.com



Ron Brasch, CBI

First Business Brokers
303 South Cascade Ave., Ste. 200
Colorado Springs, CO 80903
719-635-9000
rb@fbb.com
www.fbb.com



Paul Cascio

Hospitality Industry Brokerage
3308 West 38th Ave.
Denver, CO 80211
303-455-2258
paul@hospitalityindustrybrokerage.com
www.hospitalityindustrybrokerage.com



William Bumstead, CBI, Fellow

ABC Advocates Business Consultants, Inc.
33247 Fisher Peak Parkway
Trinidad, CO 81082
719-846-1020
bill@abcbiz.biz
www.abcbiz.biz

Paul, broker/owner of Hospitality Industry Brokerage, has been a hospitality industry professional for 35 years. A graduate of Cornell University's School of Hotel Administration, he has owned and managed individual operations, supervised groups of up to 80 restaurants as Sr. VP, held the position of general manager and food and beverage manager of large hotels. Residing in Denver for 50 years and specializing in sale of restaurant & hotel businesses (with or without real estate) for the past 15 years providing thorough service in a timely manner with expertise and confidentiality

Broker Members



Paul Chambliss CBI

2015 Vice-President - Communications

2015 Chair - Website Committee

Front Range Business, Inc.

5353 Manhattan Circle #101

Boulder, CO 80303

303-499-6008

pchambliss@frontrangebusiness.com

www.frontrangebusiness.com



Ronald Chernak CBI M&AMI Fellow

The FBB Group, Ltd.

303 South Cascade Ave., Ste. 200

Colorado Springs, CO 80903

719-635-9000

rvc@fbb.com

www.fbb.com



Bernie Cicirello CBI

Denver Business Brokers

7350 E. Progress Pl. #100

Centennial, CO 80112

303-534-4533

bernie@denverbusinessbrokers.com

www.denverbusinessbrokers.com



Dale Clack CBI

The Rion Group

P.O. Box 1124

Littleton, CO 80160

303-204-3106

dale@theriongroup.com

www.theriongroup.com



Steve Coast MBA

Crestone Business Group

6730 Grey Wolf Ct.

Colorado Springs, CO 80919

719-799-6488

steve@crestonebusinessgroup.com

www.crestonebusinessgroup.com

Known in the industry as a responsive, detail oriented Business Intermediary, Steve Coast builds rapport with company owners, buyers, investors and PE groups well beyond the normal transactional relationship. His clients benefit from a consultative approach in the areas of industry outlook, exit strategy, business valuation and commercial funding. Steve employs an entrepreneurial touch to manage the entire business transfer process while maintaining a positive outcome for owners, employees, buyers and stakeholders throughout each transaction.

Broker Members



Glen Cooper CBI, Fellow

2015 Board Member

GlenCooperColorado.com

11814 Sherman St.

Denver, CO 80233

303-919-2694

glencoopercolorado@gmail.com

www.glencoopercolorado.com

Glen Cooper is a business broker, business coach and public speaker. Glen has been active for many years and in many professional associations as a highly credentialed course author, instructor and workshop leader. In 2010, Glen sold the business brokerage and appraisal firm he co-founded and ran for 29 years in Maine, and moved back to his home state of Colorado. He now operates his own coaching and business brokerage firm as a sole proprietor.



Brian Cross CBI

Sunbelt Business Advisors

7900 E. Union Ave. #1100

Denver, CO 80237

303-209-7401

bcross@sbadenver.com

www.sbadenver.com



Lisa Culpepper

Core Asset Business Brokerage LLC

1776 S. Jackson St. #105

Denver, CO 80210

303-909-2143

lculpepper@culpepperlaw.us

www.culpepperlaw.us



Suzanne De Lucia CBI, Fellow

Front Range Business, Inc.

5353 Manhattan Circle #101

Boulder, CO 80303

303-499-6008

sdelucia@frontrangebusiness.com

www.frontrangebusiness.com

Ms. De Lucia has been the President and Managing Broker of Front Range Business, Inc. for over 20 years. Suzanne has been selected as a Fellow of the International Business Brokers Association (IBBA) and has also earned the IBBA's Certified Business Intermediary (CBI) credential. Suzanne has served on the IBBA Board of Directors. She is a founding member of the Colorado Association of Business Intermediaries (CABI), where she is a Past President and committee chair.

Broker Members



Jack Derby

Ownership Transfer Planning, Inc.
3773 Cherry Creek Drive N. #575
Denver, CO 80209
303-331-6433
jack@ownertransfer.com
www.ownertransfer.com



Jim DeShayes CBI

Colorado Business Exchange
19 Old Town Square
Fort Collins, CO 80524
970-224-3339
jim@cobizex.com
www.cobizex.com



Mark Doran

Choice Business Opportunities, Ltd.
1777 S. Harrison St., #70
Denver, CO 80210
303-758-4200
mark@choicebizops.com
www.choicebizops.com

Mark Doran of Choice Business Opportunities, Ltd, 30 yrs. experience exclusively focused on the sale, merger, and acquisition of small privately held businesses with revenues from \$50K to \$20M. Integrity and Experience Make the Difference. Providing hassle free win-win business transfers. None of the hundreds of clients I have served in 30 years has been involved in transaction related litigation. 98% of the businesses, sold were successful and continued to thrive 5 years after closing.



Emmett Duemke

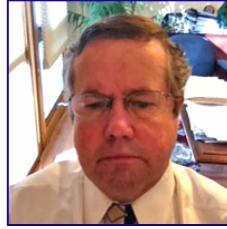
KW Commercial Real Estate, LLC
1777 S. Harrison St., #1100
Denver, CO 80210
720-208-7260
wstply@att.net
www.crecolorado.com

Broker Members



Richard Feist

Business World Brokers, Inc.
357 S. McCaslin Blvd.
Louisville, CO 80027
720-201-1346
richard@thefeistgroup.com
www.businessworldbrokers.com



David Finsterwald

National Business Brokers, Ltd.
3060 N. Academy Blvd. #200
Colorado Springs, CO 80917
719-635-8133
dave@natbiz.com
www.natbiz.com



Albert Fialkovich

2015 Board Member
2015 Secretary
Transworld Business Advisors of Colorado
191 University Blvd. #858
Denver, CO 80206
720-259-5099
albert@tworld.com
www.tworld.com/centraldenver



Phillip Finsterwald

National Business Brokers, Ltd.
3060 N. Academy Blvd. #200
Colorado Springs, CO 80917
719-635-8133
phil@natbiz.com
www.natbiz.com



Jessica Fialkovich

Transworld Business Advisors of Colorado
240 Saint Paul St. #205
Denver, CO 80206
720-259-5099
jessica@tworld.com
www.tworldcolorado.com



Kyle Francis

Professional Transition Strategies
9 Sierra Vista Dr.
Colorado Springs, CO 80906
720-277-9927
kfrancis@professionaltransition.com
www.professionaltransition.com

Broker Members



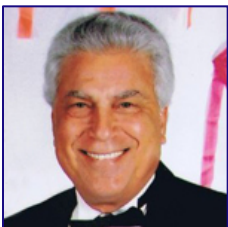
Ken Galecki

The FBB Group, Ltd.
303 South Cascade Ave., Ste. 200
Colorado Springs, CO 80903
719-635-7653
kengalecki@gmail.com
www.fbb.com



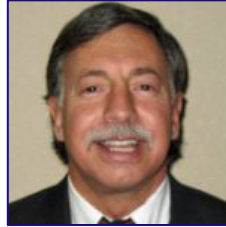
Chris Gerard

2015 Board Member
2015 Vice-President - Membership
InterMountain Business Brokers LLC
11757 W. Ken Caryl Ave. #F120
Littleton, CO 80127
303-395-3800
chris@intermountainbusinessbrokers.com
www.intermountainbusinessbrokers.com



David Gertz

Mountain States Business Brokers Group,
LLC
3801 E. Florida Ave. #400
Denver, CO 80210
305-929-950dlgertz@sunshinemb.com
www.msbb.com



Mike Grande, CBI

Sierra Company, LLC
7342 Powderhorn Dr.
Lone Tree, CO 80124
303-799-1552
mg@sierracompany.net

Mike has over 25 years experience in Acquisition and Divestitures, Valuations and Exit Planning. Mike is the Owner and Managing Director of Sierra Company, and is a Director with SDR Ventures. Prior to Sierra, Mike owned a number of businesses in Denver and he began his career as Management Consultant for McGladrey. Mike has a Series 79 License, is a Certified Business Intermediary, has an MBA from Denver University and a Real Estate License.



Gregory Green

Touchstone Business Advisors, LLC
P.O. Box 16759
Golden, CO 80402
303-278-7501
drgregorypgreen@gmail.com
www.touchstonebiz.com

Broker Members



Tom Griffis

Tom Griffis Biz-Broker, LLC
4832 Soaring Peaks Dr.
Loveland, CO 80537
970-590-1927
tgbizbroker@gmail.com
www.cobusinessesforsale.com



Stephen Hitchcock

Mountain States Business Brokers Group
P.O. Box 773284
Steamboat Springs, CO 80477
970-846-5739
steve@msbba.com
www.msbba.com



Chris Hammond

Green Manning & Bunch
1515 Wynkoop St. #800
Denver, CO 80202
303-592-4820
chammond@gmbld.com
www.gmbld.com



Larry Huff

Business Acquisitions, Ltd.
3900 East Mexico Ave., Suite 970
Denver, CO 80210
303-758-4600
lhuff@baltd.com
www.baltd.com



Bob Hedges

The Robert Hedges Company
P.O. Box 60176
Colorado Springs, CO 80960
719-632-9384
rhedges@earthlink.net
<http://www.trhc.biz>

Broker Members



John Ingell, MS, CBI
Business Acquisitions, Ltd.
3900 E. Mexico Ave. #970
Denver, CO 80210
303-220-6661
jingell@baltd.com
www.baltd.com

Works with Business Acquisitions (28 successful years in Colorado) and teaches Engineering Economics at MSU-Denver. Business brokerage/venture capital work since 1999, facilitating successfully investments in high tech (e.g. Sandia National Labs) and the growth of his own Business Brokerage firm. BS-Physics, MS-Engineering and 30 years of VP level experience in global technology/small business coaching / consulting / development experience. Blessed with a wonderful family, teaches sailing, an avid skier, mountain biker and diver.

Cory Johnson
Colorado Business Sellers
123 N. College Ave. #200
Fort Collins, CO 80524
970-217-0149
cory@cobizsellers.com
www.cobizsellers.com



Karen Johnson
CareTek Real Estate and Business Advisors
6105 Vacquero Dr.
Castle Pines North, CO 80108
303-470-1947
karen@caretek.com

Karen Johnson, MBA, currently pursuing CBI and CCIM designations. Karen's background is in the healthcare industry (over 30 years) for the past 20 years, has owned and operated a nationwide business promoting products and services into the healthcare industry. Using the experience as a business owner (and real estate investor), Karen now works with other business owners and investor groups to bring an understanding of the investment value proposition and transitions needed to maximize a return as clients transition from day-to-day operations to analyzing other business and investment opportunities to selling their businesses.



John Jordan
We Sell Restaurants Inc.
19501 E. Mainstreet #200
Parker, CO 80138
720-427-5822
john@wesellrestaurants.com
www.wesellrestaurants.com

Broker Members



Michael Katz

Advocate Business Brokerage Group, Ltd.
13710 E. Rice Pl.
Aurora, CO 80015
303-790-4103
michael@businesslawyer.com
www.businesslawyer.com



Lynn Lage

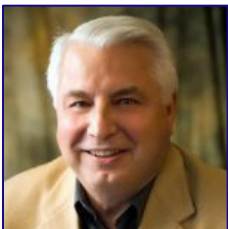
The FBB Group, Ltd.
303 South Cascade Ave., Ste. 200
Colorado Springs, CO 80903
719-635-9000
lynn@fbb.com
www.fbb.com

Lynn has been the Office Manager at The FBB Group, Ltd., since 1990. She is a licensed real estate broker who manages all aspects of the administrative side of the office, as well as functioning as Assistant to the President, Ron Chernak. From closings to payroll, interacting with clients and writing presentation packages, Lynn makes sure the office runs efficiently.



John Kesterson

We Sell Restaurants Inc.
5046 Old Schoolhouse Rd.
Parker, CO 80134
720-473-3726
johnk@wesellrestaurants.com
www.wesellrestaurants.com



Tom Knops CBI

Core Capital Group, LLC
P.O. Box 791
Castle Rock, CO 80104
720-733-1145
tknops@corecapital.net
www.corecapital.net

Broker Members



Eric Landis CBI M&AMI

Landis Associates
18555 E. Smoky Hill Rd. #460426
Aurora, CO 80015
720-722-2020
eric@landisassociates.com
www.landisassociates.com

Eric specializes in business sales & acquisitions of privately held companies in service, distribution, manufacturing, technology, internet, health care and hospitality industries. His clients include privately held companies, entrepreneurs and private equity groups. These accomplishments and his involvement in over 100 deals have earned Eric the trust of his clients and the respect of his colleagues throughout his 25+ year career.



Tom Lang

Touchstone Business Advisors, LLC
P.O. Box 5318
Englewood, CO 80155
303-726-7646
tlang@touchstonebiz.com
www.touchstonebiz.com



Tom Lindahl CBI

2015 CABI Past President
Lindahl & Associates, Inc.
4450 Arapahoe Ave. #100
Boulder, CO 80303
303-415-2593
tom.lindahl@lindahl-associates.com
www.lindahl-associates.com

Tom Lindahl helps business owners complete the most important financial transaction of their lives -- the transfer of their business to new ownership. Tom graduated from the USAF Academy and spent 25 years on active duty in the US Air Force, flying A-10s and F-16s, working on operational and technology staffs. After completion of active duty, he worked for IBM and Hewlett-Packard in the IT industry before starting his own business, Lindahl & Associates.



Ben Mahrle ABI, AM&AA

Mountain States Business Brokers Group
1200 S. College Ave, #306
Fort Collins, CO 80524
970-221-9950
ben@msbba.com
www.msbba.com

Broker Members



Adam Malachi

RLO Realty
13791 E. Rice Pl. #122
Aurora, CO 80015
303-745-0479
malachi_adam@yahoo.com
www.rlorealty.com



Fred Mehring

Select Business Group, Inc.
7150 East Hampden Ave., Suite 300
Denver, CO 80224
303-771-3100
fmehring@selectbg.com
www.selectbg.com



Michael Marks CBI, Fellow

Front Range Business, Inc.
5353 Manhattan Circle #101
Englewood, CO 80111
303-221-4565
m.marks@frontrangebusiness.com
www.frontrangebusiness.com



Brian Mueller

Sunbelt Business Advisors
7900 E. Union Ave. Suite 1100
Denver, CO 80237
303-209-7401
bmueller@sbadenver.com
www.sbadenver.com



Arne McDaniel CBI, Fellow

Next Decade, Inc
3898 S. Jason St.
Englewood, CO 80110
303-783-4830
arne@nextdecade.net
www.nextdecade.net

Brian Mueller has over 10 years' experience with Sunbelt Business Advisors and is the co-owner of the Denver, CO office. He has analyzed, sold, or consulted with over 500 businesses in Colorado and has a degree in Finance from Butler University. Brian has small business ownership experience with a food and wine publication in Indianapolis, is married, and enjoys skiing, hiking, and traveling. He works with both buyers and sellers in all sizes of business transactions.

Broker Members

Leon Niemann CBI, Fellow

American Business Brokers, Inc.
1746 Cole Blvd. #225
Lakewood, CO 80401
303-985-0120
abbniemann@att.net
www.abbnet.net



Merle Northrop CBI

2015 Treasurer
Flatiron Ventures, Inc.
1600 38th St. #203
Boulder, CO 80301
303-440-6141
merle@businessolutionsadvisory.com
www.businessolutionsadvisory.com

Larry Pedersen

Pedersen Consulting Group, Inc.
316 Ridgewood Ct.
Fort Collins, CO 80524
970-493-4401
larry@pcglkp.com



Dan Pellegrino

Keystone Business Advisors
9457 S. University Blvd. #702
Littleton, CO 80126
805-370-5210
dan@keystonebusinessadvisors.com
www.keystonebusinessadvisors.com



Erik Porter

Business Acquisitions, Ltd.
3900 East Mexico Ave., Suite 970
Denver, CO 80210
303-758-4600
eporter@baltd.com
www.baltd.com



Wiley Price

Price & Company Real Estate
7400 E. Caley Ave. #300
Centennial, CO 80111
303-290-6520
wileycprice@yahoo.com
www.wileycprice.com



Eric Reinemer CBI

Capital Advisors, LLC
116 Inverness Drive East #205
Englewood, CO 80112
303-790-4691
eric@a4s.com
www.a4s.com

Broker Members



Bob Rizzuto

KW Commercial Real Estate, LLC
300 Union Blvd. #500
Lakewood, CO 80228
303-809-1757
bob.rizzuto@kwcommercial.com
www.kwcommercial.com



Arthur Sensenig

CBC Realty, LLC
2532 S. Fairplay Way
Aurora, CO 80014
303-923-3615
artcbcrealty@comcast.net
www.confidentialbiz.com



Shawn Sanborn CBI, Fellow

Sanborn & Company, Inc. Restaurant
Brokers
455 Sherman St. #490
Denver, CO 80203
303-220-7919
shawn@sanbornandcompany.com
www.sanbornandcompany.com



Terry Sheehan

ABC Advocates Business Consultants, Inc.
33247 Fisher Peak Pkwy.
Trinidad, CO 81082
719-846-1020
terry@abcbiz.biz
www.abcbiz.biz



Bill Scott

Front Range Business, Inc.
5353 Manhattan Circle #101
Boulder, CO 80303
303-499-6008
bscott@frontrangebusiness.com
www.frontrangebusiness.com



Tom Siegel

Business Acquisitions, Ltd.
3900 East Mexico Ave., Suite 970
Denver, CO 80210
303-220-6660
tsiegel@baltd.com
www.baltd.com

Broker Members



Vincent Skarajunsky
Mountain States Business Brokers Group
1200 S. College Ave, #306
Fort Collins, CO 80524
970-221-9950
vinnie@msbba.com
www.msbba.com



Dennis Smith CBI
2015 CABI President
Capital Advisors, LLC
116 Inverness Drive East, Suite 205
Englewood, CO 80112
303-799-9111
dennis@a4s.com
www.a4s.com



Susan Spear
SAS Transitions Dental Practice Brokers
7042 S. Lewis Ct.
Littleton, CO 80127
303-973-2147
susan@sastransitions.com
www.sastransitions.com



Charles Spickert CBI
2015 Board Member
Touchstone Business Advisors, LLC
P.O. Box 16759
Golden, CO 80402
303-278-7501
cspickert@touchstonebiz.com
www.touchstonebiz.com

Charles P. Spickert, CBI is the President of Touchstone Business Advisors, a full service business brokerage and commercial real estate company representing Main Street to lower middle market businesses. Touchstone offers a full range of services to buyers and sellers, including valuation, marketing and financing assistance to facilitate the sale and acquisition of businesses. Touchstone has a team of professional intermediaries to assist buyers and sellers, with offices in Golden, Basalt, Morrison, Castle Rock and Aurora.



Lucinda Stanley
Grand Mesa Commercial Real Estate
300 Stafford Ln. #3021
Delta, CO 81416
970-201-2152
lucinda@grandmesacre.com
www.grandmesacommercial.com

Broker Members



Jennifer Stevenson

The FBB Group, Ltd.
303 South Cascade Ave., Ste. 200
Colorado Springs, CO 80903
719-635-9000
jennifer@fbb.com
www.fbb.com



Kevin Waide

Business Acquisitions, Ltd.
3900 East Mexico Ave., Suite 970
Denver, CO 80210
303-758-4600
kwaide@baltd.com
www.baltd.com



Mark Thomas CBI

Sanborn and Company, Inc. Restaurant
Brokers
455 Sherman St. #490
Denver, CO 80203
303-220-7919
markt@sanbornandcompany.com
www.sanbornandcompany.com



David Walder

Vail Business Advisors
133 Charolais Cir.
Edwards, CO 81632
970-390-1252
dwanywhere@gmail.com
www.176ventures.com



Henry Tiberi CBI

Front Range Business, Inc.
5353 Manhattan Circle #101
Boulder, CO 80303
303-499-6008
htiberi@frontrangebusiness.com
www.frontrangebusiness.com

Steve Whisenhunt

Benchmark Transactions, Inc.
7887 E. Belleview Ave. #1100
Englewood, CO 80111
303-228-1665
steve@benchmarktransactions.com
www.bizbuysell.com/benchmark.htm

Broker Members



Pat Williams

Business Acquisitions, Ltd.
3900 East Mexico Ave., Suite 970
Denver, CO 80210
303-758-4600
pwilliams@baltd.com
www.baltd.com



Greg Wills

Touchstone Business Advisors, LLC
361 S. Ridge Rd.
Castle Rock, CO 80104
303-660-3992
gwills@touchstonebiz.com
www.touchstonebiz.com



Dick Winter

Rocky Mountain Business Associates, Inc.
14103 Lexington Circle
Broomfield, CO 80023
303-280-6200
dickwinter@comcast.net
www.rockymtnba.com



Sonja Wood, CBI, CExP

2015 Board Member
2015 Vice-President - Education
2015 Chair - Conference Committee
Legacy Group Advisors
(Business & Real Estate)
9233 Park Meadows Dr
Lone Tree, CO 80124
303-522.7148
Sonja@LegacyGroupAdvisors.com
www.LegacyGroupAdvisors.com

President and founder of Legacy Group Advisors, Sonja has been actively involved in CABI for 8 years. Sonja pursued and obtained her designation as a Certified Business Intermediary, CBI, when she transitioned into the business nearly a decade ago. Supporting the needs of business owners as a Certified Exit Planner as well as a CBI, Sonja enjoys working with business owners from main-street to lower middle market. In addition to serving on the CABI Board as Education Chair, Sonja also served as VP for the Colorado Assisted Living Association as she has a strong background in the senior care sales and acquisition markets including, assisted living, skilled nursing, home health care and other related industries.

Broker Members



Marcie Woolworth CBI, Fellow

MRW & Associates, Inc.
1433 W. 29th Ave.
Loveland, CO 80538
970-663-9400
marcie@woolworthandcompany.com
www.we-rbusinessbrokers.com

Marcie Woolworth specializes in Main Street and Middle Market Businesses in Colorado, Wyoming and Western Nebraska. She has been a Business Intermediary for nearly 20 years. Marcie is an active member of CABI and the IBBA where Marcie has obtained her CBI, has been awarded the Fellow of the IBBA, and elected to the IBBA Board of Directors as Vice-Chair of Membership 2012-2014. Marcie enjoys working with her husband, Ron.



Ron Woolworth

MRW & Associates, Inc.
1433 W. 29th Ave.
Loveland, CO 80538
970-663-9400
ron@woolworthandcompany.com
www.we-rbusinessbrokers.com

Ron Woolworth specialized in Main Street and Middle Market businesses in Colorado, Wyoming and Western Nebraska. He has been in business for 23 years and has built and sold 18 of his own businesses. Ron is active in CABI and IBBA and believes in giving back to the community. Ron has been involved in the sale of over 300 businesses during his career as a business broker and enjoys working with his wife, Marcie.



John Zayac CBI, Fellow

IBG International Business Group, Ltd.
7900 E. Union Ave. #900
Denver, CO 80237
303-758-4000
infojz@ibgbusiness.com
www.ibgbusiness.com



**COLORADO ASSOCIATION OF
BUSINESS INTERMEDIARIES**

Associate Members

Associate Members

Accountants



Matthew Pontiff

Pontiff + Associates, P.C.
1979 W. Littleton Blvd.
Littleton, CO 80120
303-861-1978
mattp@pontiffcpa.com
www.pontiffcpa.com



Bill Henry

Robinson & Henry, P.C.
900 Castleton Rd. #200
Castle Rock, CO 80109
303-668-0944
bill@robinsonandhenry.com
www.robinsonandhenry.com

Attorneys



Steve Bush

Steven M. Bush, P.C.
2 W. Dry Creek Cir. #100
Littleton, CO 80120
303-831-1411
steve@bushlawpc.com
www.bushlawpc.com



Julian Izbiky

2015 Sustaining Sponsor
Izbiky & Associates PLLC
7400 East Caley Avenue, Suite 300
Centennial, CO 80111
303-850-7080
julian@izbikylaw.com
www.izbikylaw.com



Jonathan Langer

2015 Sustaining Sponsor
Izbiky & Associates PLLC
7400 East Caley Avenue, Suite 300
Englewood, CO 80111
303-850-7080
jonathan@izbikylaw.com
www.izbikylaw.com

Associate Members

Attorneys



John Meininger

John A. Meininger, Attorney At Law
3775 Cherry Creek N. Dr. #575
Denver, CO 80209
303-228-3703
johnmeininger@hotmail.com



Laura J. Osborne

Silver & DeBoskey
A Professional Corporation
The Smith Mansion
1801 York St
Denver, Colorado 80206
Phone: 303.399.3000
Direct: 303-953-3762
Fax: 303.399.2650
osbornel@s-d.com
<http://www.SilverDeBoskey.com>

Laura Osborne is an attorney at Silver & DeBoskey with more than 20 years' experience in corporate and real estate acquisitions, dispositions, financing and advising. Laura offers her clients comprehensive representation throughout the lives of their companies from formation or acquisition, to financing, including venture capital, to day-to-day advising, to preparing exit strategies and assisting with dispositions. Laura brings real world business

ownership experience to her representation and creative problem solving to the negotiating table.



James Owens

Silver & DeBoskey, P.C.
1801 York St.
Denver, CO 80206
303-399-3000
owensj@s-d.com
www.silverdeboskey.com



Peter Nemkov, P.C.

1873 S. Bellaire St., Suite 1401
Denver, CO 80222
303-691-9760
Pmnesq11@comcast.net
www.PeterNemkov.com



Steve Suneson

Coan Payton & Payne, LLC
103 W. Mountain Ave. #200
Fort Collins, CO 80524
970-225-6700
ssuneson@cp2law.com
www.cp2law.com

Associate Members

Attorneys



Lyle Wallace
BakerHostetler LLP
303 E. 17th Ave. #1100
Denver, CO 80203
303-764-4012
lwallace@bakerlaw.com
www.bakerlaw.com

Business Coaching



Michal Feinner
ActionCOACH Business Coaching
9250 E. Costilla Ave. #230
Greenwood Village, CO 80112
303-681-2701
michaelfeinner@actioncoach.com
www.actioncoach.com



Sean Shiers
Bond Consulting Services, Inc.
1438 Turin Dr.
Longmont, CO 80503
720-230-7171
sean@bondsmallbusinessconsulting.com
www.bondsmallbusinessconsulting.com

Lending Partners



Grant Ary
2015 Sustaining Sponsor
Wells Fargo Bank SBA Lending
90 S. Cascade Ave.
Colorado Springs, CO 80903
719-577-5538
grant.ary@wellsfargo.com
www.wellsfargo.com

Associate Members

Lending Partners



Justin Carter

US Bank
6855 S. Havana St. #440
Centennial, CO 80112
303-221-8991
justin.carter@usbank.com
www.usbank.com



Kevin Doyle

2015 Sustaining Sponsor
Wells Fargo Bank SBA Lending
66 W. Springer Dr. #210
Highlands Ranch, CO 80129
720-348-6492
Kevin.R.Doyle@wellsfargo.com
www.wellsfargo.com

I am a dedicated business acquisition lender that has funded over 100 transactions with SBA loans. I have worked for Wells Fargo SBA Lending the last 15 years – and have been a member of CABI during this entire time. My focus is to provide prompt customer service to both the buyer and the business broker. By leveraging knowledge gained through prior transactions, customers benefit from accurate SBA loan program advice and often a faster overall closing experience.



Tom Francis

Mile High Banks
1899 Wynkoop St. #100
Denver, CO 80202
303-620-7041
tfrancis@milehighbanks.com
www.milehighbanks.com



Joe Glischinski

Colorado State Bank And Trus
1600 Broadway, 4th Floor
Denver, CO 80202
303-863-4437
jglischinski@csbt.com
www.csbt.com



Robert Heffner, CBI

Rocky Mountain Capital
1001 SW Higgins Ave. #206
Missoula, MT 59803
406-251-5861
rheffner@rockymountaincapital.com
www.rockymountaincapital.com

Associate Members

Lending Partners

Liz Kimmel

2015 Sustaining Sponsor

KeyBank

9250 E. Arapahoe Rd.

Englewood, CO 80112

303-603-7932

elizabeth_a_kimmel@keybank.com

www.key.com



Tony LeVeque

Central Bank & Trust

1 S. Nevada Ave. #100

Colorado Springs, CO 80903

719-228-1104

tony.leveque@centralbancorp.com

www.centralbancorp.com



Horace McCowan

2015 Sustaining Sponsor

KeyBank

9250 E. Arapahoe Rd.

Englewood, CO 80112

303-603-7934

horace_d_mccowan@keybank.com

www.key.com



Rick McMann

US Bank

6855 S. Havana St., # 440

Centennial, CO 80112

303-895-8848

rick.mcmann@usbank.com

www.usbank.com

Veronica Regan

US Bank

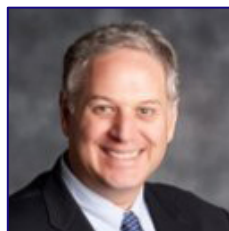
3010 W. Belleview Ave.

Littleton, CO 80123

303-794-5691

veronica.regan@usbank.com

www.usbank.com



Rick Ricciardi

US Bank

6855 S. Havana St. #440

Centennial, CO 80112

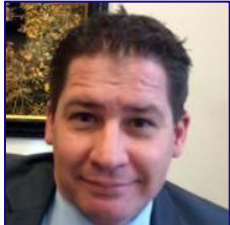
303-854-7219

richard.ricciardi@usbank.com

www.usbank.com

Associate Members

Lending Partners



Tige Stromire
Bank Of The West
9335 E. County Line Rd. #200
Englewood, CO 80112
303-708-3697
tige.stromire@Bankofthewest.com
www.bankofthewest.com



John Wahl
2015 Sustaining Sponsor
Wells Fargo Bank SBA Lending
1242 Pearl St.
Boulder, CO 80302
303-441-0356
john.wahl@wellsfargo.com
www.wellsfargo.com



Cashin White
Colorado Business Bank
4695 Quebec St.
Denver, CO 80216
303-291-2973
cwhite@cobizbank.com
www.cobizbank.com



Kim Woodrow
Bank Of The West
12000 N. Washington St. #200
Thornton, CO 80241
303-927-7425
kim.woodrow@bankofthewest.com

Associate Members

Valuation Specialists



Ross Blanchard

2015 Sustaining Sponsor
Nationwide Valuations
5445 DTC Pkwy., Penthouse 4
Greenwood Village, CO 80111
303-750-5259
ross@nationwidevaluations.com
www.nationwidevaluations.com



Marsha Goltart

2015 Sustaining Sponsor
Nationwide Valuations
5445 DTC Pkwy., Penthouse 4
Greenwood Village, CO 80111
303-750-5259
marsha@nationwidevaluations.com
www.nationwidevaluations.com



Ronald Seigneur

Seigneur Gustafson LLP
940 Wadsworth Blvd. #200
Lakewood, CO 80214
303-980-1111
ron.seigneur@cpavalue.com
www.cpavalue.com

*Ron is Managing Partner of Seigneur Gustafson LLP CPAs, where he is responsible for financial forensics, economic damages assessments, business and intellectual property valuation, exit planning and related litigation support services. Ron holds the Accredited in Business Valuation (ABV), Certified Global Management Accountant (CGMA) and Certified in Financial Forensics (CFF) designations from the American Institute of Certified Public Accountants, the Certified Valuation Analyst (CVA) designation from the National Association of CVAs, and is a Senior Appraiser (ASA) with the American Society of Appraisers. He is co-author of the 1300+ page treatise on business appraisal titled *Financial Valuations: Applications and Models*, published by John Wiley & Sons in 2011, and *Reasonable Compensation: Applications and Analysis for Management, Valuation and Tax*, published by Business Valuation Resources in 2010.*

Associate Members

Other Service Providers



Henry Cromeek
B2B CFO
22360 Pebble Brook Ln.
Parker, CO 80138
303-588-9310
hcromeek@b2bcfo.com
www.b2bcfo.com



Ahad Ghadimi
Capital LLLP
2461 Champa St., Suite 3
Denver, CO 80205
347-559-7558
ahad@coreworkcapital.com
www.coreworkcapital.com



Les Simpson
2015 Associates Board Member
Deferred Tax Benefits, Inc.
11422 W. Cooper Ave.
Littleton, CO 80127
303-579-6881
les@dtaxbenefits.com
www.dtaxbenefits.com

Les is a specialist in Tax Deferral strategies working with Commercial Real Estate Financing, Business Tax Reduction, Business owners Retirement, Golden Handcuffs for Top Execs, Estate Planning and transfer, Operating Capital, Asset Protection, Commercial LEED qualifying, Green Commercial Buildings, LED Lighting, Exit Planning, Commercial Real Estate Tax reduction and Wealth Transfers.

Associate Members

Other Service Providers



Maxwell Smith

IFM Capital Advisors
5299 DTC Blvd. #1350
Greenwood Village, CO 80111
720-550-5555
msmith@ifmcapital.com
www.ifamcapital.com

Having demonstrating a strong passion for the financial markets, Max joined the industry at a young age and has over a half a decade of experience. Max is a Vice President in Denver, primarily focusing on managing marketing and sales. He is also a portfolio manager for select high-net-worth individuals. Max co-chairs the marketing and sales committee at IFM Capital Advisors. He earned his B.S. degree in Economics from the University of Colorado at Denver.

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