

Research & Compilation

The individuals listed in *The Rich Register* undergo an objective, independent research and evaluation process. A wide variety of sources are used during the research process, including Securities and Exchange Commission filings, Dun & Bradstreet reports, financial and corporate reference guides, industry guides, insider stock sale and media reports, state and local public filings, historical wealth records, and multiple other sources. Computer modeling or matching programs based on zip code, property ownership or other criteria that only infer wealth are not used in any manner.

Arrangement of Data

The Rich Register is arranged alphabetically by state and is indexed by name, city, and company. In sections *I* and *II*, *The Rich Register* ranks all individuals in order of net worth nationwide and by state, making it easy to find the richest person in America or in any state. Other sections spotlight America's billionaires, richest women, African Americans, Hispanics, and sports team owners. In the Archives section (*V*), individuals who have been removed from *The Rich Register* are listed.

Biographical Information

The Rich Register lists an address, telephone number, and a brief biography and business history for each individual. Also included is a summary of the source of wealth, alma mater, birth year, references to related listings, and other pertinent information. The notation *n/a* is used where information is either not available or not applicable.

Wealth Estimate

The minimum wealth required for inclusion in *The Rich Register* is \$25 million; the notations *m* and *b* indicate dollar amounts in millions and billions. Depending on the individual, wealth estimates can include family-held assets or assets owned with family members. A wide variety of complex asset valuation techniques are used. Generally, a market value is calculated for an individual's known assets, which can include stock in public or private companies, real estate, professional sports teams, or other holdings. For individuals who own large amounts of publicly traded stock, wealth estimates are subject to wide fluctuations after publication of *The Rich Register*. Estimates include only an individual's known assets. For example, no allowance is made for personal stock, bond and cash portfolios, which generally cannot be determined or independently evaluated. Professional athletes, entertainers, and other individuals with primarily salary-based wealth are not evaluated. Because net worth research is sometimes as much an art as it is a science, wealth estimates are minimum figures and are calculated conservatively.

Listing Criteria

For an individual to be listed in *The Rich Register*, two factors are considered. One, an individual must have a net worth estimate of at least \$25 million based on the standards outlined above. Secondly, an individual generally must have an identifiable business address (residence addresses are used only in rare cases). If either criterion is not met, the individual will not be listed in *The Rich Register*.

ERGEN, CHARLES W.1954 *Univ. of Tennessee/Wake Forest*

Echostar Communications Corp. **\$9b+**
 9601 S. Meridian Blvd
 Englewood CO 80112
 (303) 723-1000 www.echostar.com

Cofounded Echostar Communications Corp. in 1980; company operates the DISH Network and provides satellite television programming services. Company chairman and CEO, owns 45%+ of stock. (see DeFranco)

GILLETT JR., GEORGE N.1938 *Dominican College*

Booth Creek Management Corp. **\$175m+**
 950 Red Sandstone Road, #43
 Vail CO 81657
 (970) 476-4030 www.boothcreek.com

Longtime entrepreneur who founded Gillette Communications, Packerland Packing in 1978 (sold 2001) and other companies; founded Booth Creek Management, which owns ski resorts and other companies, in 1996. Company CEO, privately-held.

FOTE, CHARLES T.1949 *Central Connecticut State*

\$50m+
 3 Bridlepath Lane
 Englewood CO 80111

Joined First Data Corp., a provider of credit card transaction processing, electronics funds transfer, and other financial services, in 1975 (retired as CEO in 2005); now a private investor and philanthropist.

GILLILAND, MICHAEL C.1959 *Univ. of Colorado*

Sunflower Farmers Markets **\$40m+**
 6105 Monarch Road
 Longmont CO 80503
 (303) 530-4809 www.sfmmarkets.com

Cofounded, with wife, natural foods supermarket company Wild Oats Markets Inc. in 1987 (retired 2001); founded supermarket company Sunflower Farmers Markets Inc. in 2002 (sales: \$120m+). Company CEO, privately-held.

GARDNER, J. ALSTON1955 *Univ. of North Carolina*

Fulcrum Ventures LLC **\$125m+**
 218 E. Valley Road, #104
 Carbondale CO 81623
 (970) 927-4206

Founded OnTarget Inc., a provider of training programs for sales and marketing professionals, in 1989 (sold 1999); founded Fulcrum Ventures LLC, a venture capital company, in 2000. Managing partner, privately-held.

GRAEBEL, DAVID W.1929 *None*

Graebel Companies **\$100m+**
 16346 Airport Circle
 Aurora CO 80011
 (303) 214-6683 www.graebel.com

Founded the Graebel Companies in 1950; company operates moving companies Graebel Van Lines and Graebel Movers, and provides storage and relocation services nationwide (sales: \$450m+). Company chairman, privately-held.

GIBSON, GUY A.1964 *n/a*

United Western Bancorp. Inc. **\$25m+**
 700 17th Street, #2100
 Denver CO 80202
 (303) 595-9898 www.unitedwesternbancorp.com

Cofounded United Financial (now United Western Bancorp.), which operates Matrix Capital Banks in Colorado and provides mortgage and trust services, in 1989; company chairman, owns 17%+ of stock.

HACH, BRUCE J.1946 *n/a*

Hach Scientific Foundation **\$25m+**
 2114 N. Lincoln Avenue
 Loveland CO 80538
 (970) 461-1871 www.hachscientificfoundation.org

Son of Kathryn and Clifford Hach, who cofounded the Hach Company, a manufacturer of water analysis and testing products, in 1947 (sold 1999); cofounded Hach Scientific Foundation, which funds chemistry scholarship programs. Managing director.

GILL, TIMOTHY E.1954 *Univ. of Colorado*

Gill Foundation **\$100m+**
 2215 Market Street, #205
 Denver CO 80205
 (303) 292-4455 www.gillfoundation.org

Founded Quark Inc., a designer and manufacturer of QuarkExpress-brand graphics and desktop publishing software, in 1980 (retired 2000); founded the Gill Foundation, a non-profit gay and lesbian support organization, in 1994.

HANSEN, NEAL C.1940 *n/a*

Resident **\$80m+**
 442 Adams Street
 Denver CO 80206

Purchased CSG Systems International Inc., which designs customer billing software for cable television and telecommunications companies, in 1994 (retired 2005); now a private investor and philanthropist.