

Marketing the Finest Ranch & Recreational Properties

## A Connection Built To Last

BY TERI ERICKSON

Cattle drives. Branding. Seven-day work weeks. Each of these things might be readily associated with the word "ranch." That is, if the word is used in a traditional sense.

It might not be so readily associated with the idea of helping adolescent boys with mental health needs become hopeful, productive citizens. However, one "ranch" has been doing just that for nearly 50 years.

The Colorado Boys Ranch, which operates under the umbrella of CBR Foundation, sits on the southeastern plains of Colorado near La Junta. A relatively unassuming facility, CBR has been in existence since 1959 and has served more than 6,000 youth and their families.



Beneath the gated archway of the ranch is the sign "It is easier to build a boy than mend a man." On the campus lies a veritable treasure trove of expertise and accomplishments with youth. Earlier this year, CBR was rated "one of the best in the nation" by the rigorous Joint Commission on Accreditation of Health Care Organizations (JCAHO). CBR is also school accredited by North Central Association and is recognized for having one of the largest, most comprehensive data-

*"It is easier to build a boy  
than mend a man."*

bases in the nation for research and analysis of adolescent mental health. Even more impressive is a 96 percent satisfaction rating from parents, youth and referral sources.

*Continued on the next page*



## TABLE OF CONTENTS

### PROPERTIES

#### North America

Colorado . . . . .	3 - 10
Wyoming . . . . .	11 - 13

#### South America

Argentina . . . . .	13
Chile . . . . .	14
Sold Properties . . . . .	15

### ARTICLES

A Connection Made To Last . . . . .	1
Fuller Western News . . . . .	8
A Nemesis Returned . . . . .	10
The Uniqueness of South American Properties . . . . .	11

All information provided by Fuller Western Real Estate LLC or their sales representatives in connection with these properties was acquired from sources deemed reliable and is believed to be accurate and reliable, however, we do not warrant its accuracy or completeness. Fuller Western Real Estate LLC recommends that every item of interest to the purchaser (i.e. water laws, mineral laws, acreage, zoning and use regulations, state, federal and private permits, square footage, elevation, carrying capacity, etc.) be independently verified by the purchaser's attorney.



See a property in this issue that you'd like to find out more about? We invite you to visit our website where you'll find detailed information and additional photos for all of Fuller Western's offerings.  
[www.fullerwestern.com](http://www.fullerwestern.com)



The boys who come to CBR have experienced many obstacles in their short lives, including psychiatric illness, learning disabilities, abuse and neglect. Their unfortunate circumstances have often led to their movement from one treatment facility to another. And that

*It is not unusual to find boys doing everything from working with a wide variety of animals, learning construction, working on computers, creating their own on-campus newspaper, painting and ceramics projects and more. The list is practically endless, with new items being added often.*

is what makes CBR's high success rate so impressive. Approximately eight of every 10 boys who complete treatment achieve sustainable change, a success rate that is almost unheard of for adolescent mental health programs.

In its unique rural location, CBR offers comprehensive treatment and education. While each boy receives therapy and schooling, they also experience a myriad of opportunities to discover their interests and talents and to find out who they really are.

CBR has been featured nationally on NBC Nightly News, PBS, Discovery, the History Channel and Animal Planet. The Ranch's New Leash on Life program, which allows boys to rescue unwanted dogs, train them and adopt them out to loving families, has been not only featured on Animal Planet, but was the subject of an extensive research project in collaboration with the IAMS Corporation and Colorado State University. In addition, during the past year, CBR professionals have traveled internationally to Eastern Europe and Japan to share their expertise.

*continued on page 4*

**MARKETING  
THE FINEST  
RANCH &  
RECREATIONAL  
PROPERTIES**

## Fuller Western Connection

In 2001, CBR received an estate donation of 3,000 acres of mountain property and made the decision to sell it. After comparing several real estate companies, CBR President Chuck Thompson and the Board of Directors selected Fuller Western. "It was the right choice at the right time," said Thompson. Over the next



few months, Fuller Western sold the property and helped CBR to meet the requirements of the donor. "The whole transaction process was really impressive and, thanks to Fuller Western, we established a much needed endowment with the proceeds!" Thompson added.

In a similar situation, Fuller Western worked with CBR to sell several hundred acres of donated property – Plum Bear Ranch – with improvements in southeastern Colorado.

From mountains to plains, Fuller Western has helped CBR sell properties. In each instance, Fuller Western coordinated with the CBR Board of Directors.

*"The ability of Fuller Western to accommodate gifting procedures to a non-profit organization has been superb and greatly appreciated,"*

Doyle Bunch, Board Chairman and retired senior executive from Excel Energy.

"Fuller Western has a wonderful history of philanthropy and giving back to the community," said Tom Sutherland, Board member Emeritus. Tom knows about the importance of helping others. As the Dean of Agriculture at the University of Beirut (via Colorado

State University), Tom was held captive in the Middle East for over six years and is known internationally as an advocate for CBR and for helping youth.

## What the Future holds for CBR

Contrary to recent economic trends, CBR grew over 30 percent last year and is responding to society's needs with an expanded Vision. In January 2005, CBR Foundation will honor its past and transition its legacy into a new identity as YouthConnect International. Colorado Boys Ranch will be known as CBR YouthConnect. "These are exciting times. We are serving an ever-increasing number of youth from across this nation and beyond, in part because Fuller Western provided their expertise in real estate," said Thompson.

When he looks to the future, Thompson is happy to say that CBR is growing out of its shoes, which means it is providing services to more and more youth with each passing year. It also means that important projects are looming on the horizon, including campus expan-



sion and renovation of several buildings, including some that are 60 years old! To accomplish these goals, CBR will need the generous support of an ever-expanding number of friends and donors.

## How to get involved

The Colorado Boys Ranch always welcomes visitors who would like to see the campus and learn more about the important work being done there. In addition, the CBR quarterly newsletter, *The Rancher*, provides supporters with current information about boys and programs.

The work at CBR is made possible through financial contributions. Gifts of property are also needed to further the Mission and help the organization to grow and thrive.

*To learn more, call the CBR Denver office at (303) 691-6095 or log on to the Web site at [www.coloradoboysranch.org](http://www.coloradoboysranch.org).*

**MARKETING  
THE FINEST  
RANCH &  
RECREATIONAL  
PROPERTIES**