

# Millinery Entrepreneur



## KATE FERRETTI

**When:** 1891-1987

**Where:** Denver, CO.

**Why Important:** Ferretti was a female entrepreneur in the late-nineteenth century. She established a successful millinery business. By the 1940s, Ferretti was a nationally-known hat maker.

Kate Ferretti was born in Denver, Colorado on January 3, 1891. Both of her parents were emigrants from Italy. Her father was a granite cutter who found work in Denver, where he helped to build the Colorado State Capitol Building. Her birth name was Henrietta Malnati. When she started the first grade, however, her brother told her teacher that her name was Kate. The new name stuck, and she kept it throughout her life.

When she was only 13 years old, Kate left school and began working. Her first job was at the Denver Golden Eagle Dry Goods Store, where she made \$2 each week. There, she was mentored by Madame Lily in the art of millinery, which is the skill of making hats. After only two years at the store, Kate knew a lot about how to make hats. Next, she got a job at Denver Dry Goods. She was so good at millinery that many people wanted to buy her hats. After a while, she began manufacturing hats for the Villa de Paris store, which sold items to Denver's wealthiest inhabitants. It was at Villa de Paris that Kate met Jacob "Jack" Ferretti, whom she married on April 10, 1917. Kate left Villa de Paris and gave birth to Denver's first set of triplets.

Not content simply to work for others, Kate established her own millinery business. She began working from

her home. Eventually, she opened a shop in the North Denver neighborhood of "Little Italy." Kate's hats were so popular that affluent women would travel from Capital Hill to North Denver just to buy them. According to legend, so many chauffeured cars stopped at Kate Ferretti's shop that someone once accused her of illegally selling alcohol during Prohibition.

Kate's business gave her the opportunity to travel far and wide. Two times each year, she went all the way to Paris to purchase millinery materials including a massive quantity of feathers. In addition to manufacturing her own hats, Kate took to purchasing designer clothes from Paris and selling them from her shop in Denver. Kate also traveled to the states surrounding Colorado in order to deliver her hats. She had customers in Utah, Texas, and New Mexico.

At the height of her career, Kate employed at least three fulltime workers. In addition, she taught the trade of millinery to her daughter, Ann. Kate's sons also helped out with the business, taking care of the finances. When Kate retired in 1971, her children took over running the shop. Kate Ferretti was in her mid-nineties when she died in 1987.



## What made Kate Ferretti an Entrepreneur?

- Opportunistic
- Self Made
- Hard Working
- Determined
- Innovative

# Kate Ferretti

## Millinery Entrepreneur



- Opportunistic
- Self Made
- Hard Working
- Determined
- Innovative

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Why did Kate Ferretti travel to Paris twice each year after she established her shop in North Denver?

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How did Kate Ferretti learn the craft of millinery?

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Which nearby states did Kate Ferretti visit to deliver hats?

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Pick one of the terms to the left to describe Kate Ferretti, and write a few sentences saying why you think this term describes her.

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### Glossary:

Millinery: The trade of making hats

Manufacturing: The creation of products

Chauffeured: To be transported by a hired driver

Prohibition: The United States Government's illegalization of alcohol during the 1920s and early 1930s

Affluent: Wealthy

# Flour Entrepreneur



**J. K. MULLEN**

**When:** 1847-1929

**Where:** Denver, CO.

**Why Important:** J. K. Mullen was one of Colorado's most successful entrepreneurs of the flourmill industry and was a generous philanthropist. He founded the Colorado Milling and Elevator Company.

John Kernan Mullen was born on June 11, 1847, in Ireland. When he was nine, he and his family immigrated to New York. For his first job, Mullen worked at the Oriskany Flour Mill. There, he learned how to operate a mill. Because he had a strong work ethic, Mullen won the respect of the mill's owner, who put him in charge of the mill when he was only twenty.

Mullen found great success in the milling industry. Mill owners respected him because he was honest and he worked very hard. In 1870, Mullen moved to Denver and got a job at a mill. He married Catherine Smith on October 12, 1874, and they had five daughters.

When Mullen was twenty-eight years old, in 1875, he decided to open his own flourmill. With the help of a partner named Theodore Seth, he leased the old Star Mill in northern Denver. Eventually, Mullen bought Seth's half of the mill. He renamed it J. K. Mullen and Company. Over the years that followed, Mullen ran several flourmills. In 1885 he organized the Colorado Milling and Elevator Company to oversee his many milling holdings. In addition, Mullen made money investing in land and cattle. Because of his knack for business, he became a millionaire.

Although Mullen made a lot of money, he also gave back

to his community by supporting many organizations. During his time in Denver, Mullen was one of the city's main philanthropists. He generously donated money and land to help others, both in Colorado and elsewhere. He gave money to the Diocese of Denver. Mullen also donated \$500,000 to help build a library at the Catholic University of America, and he created a fund that gave ten Colorado men scholarships to attend the university each year. In addition, he donated land and a quarter million dollars to build the J. K. Mullen Home for the Aged in Denver. He also helped to fund St. Cajetan's Catholic Church and the Immaculate Conception Cathedral. In 1924, Mullen established the John K. and Catherine S. Mullen Benevolent Corporation. Because of Mullen's support of the Catholic Church, the Pope knighted him two times.

Mullen and his wife wanted to build a school for orphaned boys. Unfortunately, they died before the school was completed. However, in the early 1930s, their children finished it for them. Although the school that the Mullen family founded began as an all-boys school, it eventually accepted girls too. Now, it is J. K. Mullen High School. Mullen died on August 9, 1929. He was 82 years old.



**What made J. K. Mullen an Entrepreneur?**

- Opportunistic
- Self Made
- Hard Working
- Determined
- Innovative
- Community Minded

# J. K. Mullen

## Flour Entrepreneur



- Opportunistic
- Self Made
- Hard Working
- Determined
- Innovative
- Community Minded

What opportunities did J.K. Mullen seek out to become an owner of several businesses?

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How did J.K Mullen help his community?

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Pick one of the terms to the left, and write a few sentences describing how J. K. Mullen grew his business so rapidly.

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# Mining Entrepreneur



## AUGUSTA TABOR

When: 1833-1895

Where: Denver, CO

**Why Important:** Augusta successfully ran businesses, owned real estate, and carefully managed her money at a time when few women were allowed to be involved in financial and business matters.

Augusta Louise Pierce was born in Maine on March 29, 1833. On January 31, 1857, she married a stone cutter named Horace Tabor. The couple moved to a small town in Kansas and worked as farmers.

In 1859 Horace, Augusta, and their son, Maxcy, moved again. This time, the family made Colorado their home. Horace began mining for gold, and Augusta earned money washing laundry and cooking for miners. Living in Oro City, the Tabors started a grocery store where Augusta worked. Horace was doing well as a miner, but he wanted to earn an even better living. In hopes of doing so, he moved the family to Leadville. There, Horace became the town's postmaster, and the Tabor family started a new store.

In 1878, after the Tabors had lived in Colorado for almost twenty years, Horace offered to equip two miners with supplies in exchange for one third of their mining profit. To Horace's great luck, the miners struck a vein of silver that produced \$10,000 every day! The Tabors became very wealthy, but Horace spent his money quickly. A natural entrepreneur, Augusta had a good sense of finances. She wanted him to save the money. This caused the couple to argue. Horace kept spending money. After he was elected lieutenant governor in 1878, Horace spent \$40,000 on a twenty-room mansion in Denver for the family.

Augusta was a huge supporter of community charities and civic projects. She hosted fund-raising events in her house and was a dedicated supporter of the Pioneer Ladies Aid Society. Augusta also donated a lot of money to build a new Unitarian church in Denver.

As time went on, Augusta and Horace continued to argue about money. In 1883 the couple divorced. After her marriage ended, Augusta remained in the mansion and made money by boarding people. She sometimes boarded as many as fourteen people at a time. In addition, Augusta Tabor owned real estate.

After Augusta and Horace parted ways, Horace Tabor lost his fortune in the 1893 Silver Crash. However, Augusta remained wealthy because of her careful investments and good business practices. She was one of the richest entrepreneurs in Denver! This was quite an accomplishment because it was unusual for women of Augusta's time to act as entrepreneurs. Women were often excluded from business matters.

In 1894, Augusta moved to Pasadena, California. She died a year later and was buried at the Riverside Pioneer Cemetery in Denver. Because she had been a successful business person, she left her son an inheritance that was worth more than half a million dollars.



### What made Augusta Tabor an Entrepreneur?

- Opportunistic
- Hard Working
- Determined
- Innovative
- Community Minded
- Thrifty

# Augusta Tabor

## Mining Entrepreneur



- Opportunistic
- Hard Working
- Determined
- Innovative
- Community Minded
- Thrifty

How did working and saving money help Augusta Tabor to remain financially successful?

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What examples did you read that Augusta Tabor was generous with her profits from business?

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Pick one of the terms to the left to describe Augusta Tabor and write a few sentences saying why you think this term describes her.

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# Ice Entrepreneur



## WILLIAM C. MADDOX

When: 1866-1942

Where: Born in Missouri and moved to Colorado

**Why Important:** William C. Maddox was the founder of the Maddox Ice Company which manufactured ice in two large ice ponds in Shawnee, Colorado. The Maddox Ice Company helped to supply Denver's citizens with ice until 1983, decades after William's death in 1942.

William Clay Maddox was born in Missouri in 1866. In 1902 he traveled to Colorado in search of land where he could build lakes to manufacture ice. The cold winters in the mountains of Colorado provided great conditions for ice making. Maddox needed land that was close to a supply of clean water. He also needed a location with access to a railroad, so he could ship his ice harvest to his customers. In Shawnee, Colorado, he found both.

Maddox bought 320 acres of land for \$3,500. Then, he built two huge ice ponds. Maddox's ice enterprise employed over 200 people each winter. Some of these workers cut ice straight from the ice ponds and loaded it onto trains that carried it to Denver. In the city, other employees worked in the company's warehouses and delivered ice to customers.

The Maddox Ice Company was very much a family business. Some of the early photos of the company's operations at Shawnee show William and his son, Earl, cutting ice with a horse-drawn saw. William's wife, Hilda J. Maddox, also played an important role in the family business. Each day, she served three meals to the ice crews. In honor of her help, William had Hilda's initials printed on the early ice wagons.

Making ice was a complicated process. Every year the ice harvest would begin in December, and it would last until March or April. At the beginning of the season, workers would remove debris from the surface of the ice ponds in order to make sure the ice was clean. After the lakes had frozen, the workers would cut the ice into large blocks with powerful saws. One of these saws was six feet long! Next, they would load the ice onto a train and ship it to Denver, where they would store it in warehouses next to the Maddox family's home on Alcott Street. To insulate the ice, the employees would cover it in sawdust. Every morning, workers would wash the sawdust off of the ice at the warehouses. Then, they would use horse-drawn wagons to deliver the ice to grateful customers throughout Denver.

In the late 1930s a couple of events caused the Maddox Ice Company to struggle. First the Colorado & Southern narrow-gauge railroad went out of business, giving the Maddox Company no way to ship its ice to Denver. Then, in 1938, electric refrigerators began to replace ice boxes as the standard means of keeping food cold. Although the company stopped manufacturing ice in its ice ponds, it continued to package ice until 1983, over 40 years after William died in 1942.



### What made William C. Maddox an Entrepreneur?

- Opportunistic
- Hard Working
- Determined
- Innovative

# William C. Maddox Ice Entrepreneur



- Opportunistic
- Hard Working
- Determined
- Innovative

How did the Maddox Ice Company keep its ice cold after harvesting it?

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What did Hilda J. Maddox do to help out with the family business?

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Why was Shawnee a good place to manufacture ice?

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Pick one of the terms to the left to describe William Maddox and write a sentence describing why you think it describes him.

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#### Glossary:

Enterprise: A business or company

Insulate: To wrap something in a protective material

# Mining Entrepreneur



## CLARA BROWN

When: 1800-1885

Where: Born in Virginia and moved to Colorado.

**Why Important:** Clara Brown was a pioneer, the first African American woman in Denver, a successful businessperson, a community leader, and a philanthropist.

In 1800 Clara Brown was born into slavery in Virginia. When she was eighteen, she married. Clara and her husband had four children. In 1835 her family was ripped apart when she, her husband, and their children were sold to different people across the country. When Clara was fifty-six, she was freed. She decided to travel west in search of her lost daughter, Eliza Jane. Clara worked as a cook and a laundress for a wagon train. For eight weeks, she walked with the wagon train, reaching Denver in 1859. In Denver, Clara opened a laundry business.

Clara Brown arrived in Denver during the boom of the Colorado Gold Rush. When she did not find her daughter in Denver, she headed into the mountains, where she set up a laundry business in Central City. Her clients were gold miners. Clara also worked as a midwife and a cook. Careful with her money and hardworking, she accumulated wealth. She used her money to grow her laundry business and invested in new enterprises like real estate and mining claims. After spending a few years in Colorado, Clara Brown had accumulated \$10,000 in savings! Clara was a smart business person. Reportedly, she owned houses in Central City and building lots in Denver. She also owned mines in Boulder, Georgetown, and Idaho Springs.

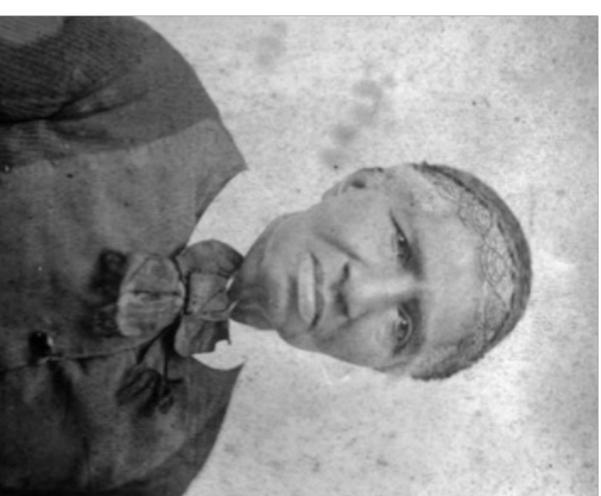
Clara Brown earned a reputation for offering emotional

support and financial help to those in need, regardless of religion or race. Eager to give back to her community, she funded a church, created a Sunday school, and nursed the sick. Clara offered the use of her house as a hospital, hotel, and place of worship.

After the Civil War, Clara Brown sold her assets and made her way to Kentucky in search of her lost family. Unfortunately, she was unsuccessful in finding them. This didn't stop her from helping others. Clara donated her time and money to help formerly enslaved people to migrate to Colorado.

By the time Clara Brown was eighty, her funds were depleted because she had spent so much money looking for her family and helping others. Unable to handle the high altitude of Central City, she moved to Denver and lived with a friend.

Clara Brown never stopped looking for Eliza Jane. In 1882 she found her! Clara Brown died in her sleep three years later. During the time of Clara Brown's life, women were often dependent on their husbands' wealth. Because of her hard work and thrifty spending, Clara Brown built a successful business and invested in many enterprises. Not only did she accumulate a lot of money, but she generously donated to charities.



### What made Clara Brown an Entrepreneur?

- Opportunistic
- Self Made
- Hard Working
- Determined
- Innovative
- Community Minded
- Strong Leadership Skills
- Thrifty

# Clara Brown

## Mining Entrepreneur



- Opportunistic
- Self Made
- Hard Working
- Determined
- Innovative
- Community Minded
- Strong Leadership Skills
- Thrifty

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How was Clara Brown involved in the mining industry in Colorado?

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What philanthropic causes did Clara Brown support?

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How did Clara Brown make her way to Colorado for the first time?

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Pick one of the terms to the left to describe Clara Brown and write a few sentences saying why you think this term describes her.

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# Sugar Beet Entrepreneur



## JOHN FRANCIS CAMPION

When: 1849-1916

**Where:** Born in Canada, lived in California and Nevada, settled in Colorado.

**Why Important:** Campion founded the Colorado Museum of Natural History, which is now the Denver Museum of Nature & Science. He also contributed to many other community organizations.

John Francis Campion was born in Canada in 1849. His family moved to California when he was fourteen. When he was seventeen, Campion ran away from home and dropped out of school to fight in the Civil War and enlisted in the navy. After the war, Campion discovered the first of many successful silver mines in Nevada at the young age of twenty.

In 1879 Campion moved to Leadville, Colorado where he hoped to find more silver. Over the next ten years, Campion purchased many mines and started the Iron Hill Consolidated Mining Company. But he didn't just find silver in Leadville. Two of Campion's mines contained large amounts of gold. This set off the "Leadville Gold Belt" rush! Campion continued to find gold in Breckenridge and along the "Leadville Gold Belt," making him extremely wealthy.

Campion made his second fortune from sugar beets. He and business person Charles Boettcher started the Great Western Sugar Company and brought sugar beets to Colorado. Campion also co-founded the Ideal Cement Company. And he was a co-owner of the Leadville Light and Power Company.

Campion was not only a successful business person; he was also an important community leader in Colorado. He was a leader in the Denver Northwestern Pacific Railway, the Denver National Bank, the Big Horn Land and Cattle Company, the Municipal Art League of Denver, and the Denver Chamber of Commerce. He also donated money to help build the Cathedral Basilica of Immaculate Conception in Denver.

Campion is probably best known for being a big promoter and organizer of the Colorado Museum of Natural History. He served as the first president of its Board of Trustees. The Museum has been around for over a hundred years and is now called the Denver Museum of Nature & Science. The 600-piece gold collection that Campion donated is still on display today.

Campion married Nellie M. Daly in 1895, and they had four children together. Campion died in 1916 at the age of 68. The community of Campion near Loveland, Colorado is named after him. Also, the bell in the east tower of the Cathedral Basilica of Immaculate Conception is dedicated to Campion.



### What made John F. Campion an Entrepreneur?

- Opportunistic
- Strong Leadership Skills
- Hard Working
- Determined
- Innovative
- Community Minded

# John Francis Champion

## Sugar Beet Entrepreneur



What two industries was John Francis Champion involved in?

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What natural resources did John Francis Champion use in his industries?

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- Opportunistic
- Self Made
- Hard Working
- Determined
- Innovative
- Community Minded

Pick one of the terms to the left to describe John Francis Champion and write a few sentences saying why you think this term describes him.

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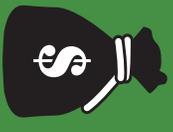
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# Banking Entrepreneur



## LUTHER KOUNTZE

When: 1842-1918

Where: Denver, CO

Why Important: Kountze founded the Colorado National Bank. He also helped rebuild Denver after the “Great Fire.”

Martin Luther Kountze was born in Ohio in 1842. He was one of twelve children of Christian and Margaret Kountze. Christian Kountze was a banker and merchant whose success in business had made him wealthy. All of his sons eventually joined him in the banking business.

In 1857 Luther Kountze moved to Omaha, Nebraska, and helped two of his brothers to run the Kountze Brothers Bank there. Luther offered to expand the business by starting a bank in Colorado. In 1862, he moved to Denver. He was among the first people to settle in the new city. In Denver, Luther traded in gold and opened a Kountze Brothers Bank.

According to legend, following Denver’s Great Fire of 1863, Luther helped the people of the city to recover. One night in April of 1863, a massive fire consumed Denver. When Luther awoke to hear people yelling, “Fire!” he hurried to the bank and saved its record book. Thanks to his effort and the bank’s fireproof safe, the Kountze Brothers Bank did not lose any money in the disaster. After the fire had burned out, Denver’s businesses were able to borrow money from the bank. Because of Luther’s quick thinking, the city had the funds it needed to quickly recover from the tragedy. Of course, Luther Kountze was a shrewd business person, and the bank’s loans came with very high interest rates.

Luther had a reputation as a cautious banker. This reputation was well deserved. The Kountze Brothers Bank in Denver was never robbed. One reason the bank was such a safe place for the people of Denver to put their money was because Luther had decided to invest in a very good safe. When the unbreakable safe arrived, people crowded around to see it. The safe weighed 1,800 pounds. It had taken twelve oxen thirty-five days to transport it from Omaha to Denver.

In June of 1866 Luther and his brother, Charles, changed Denver’s Kountze Brothers Bank into the Colorado National Bank. Luther served as the new bank’s first president. He did business with some of Denver’s wealthiest citizens. Because Luther was well known for being careful with money, Denver’s population elected him as the city’s treasurer in 1865. Luther wanted Denver to prosper and he helped to pay for improvements to the city. Among the public works he funded were bridges over Cherry Creek and the South Platte River. Luther and his wife, Annie, eventually left Denver and moved to New York City. There, Luther opened a new bank on Wall Street. He died in New York City at the age of 76.



What made Luther Kountze an Entrepreneur?

- Opportunistic
- Hard Working
- Determined
- Innovative
- Community Minded

# Luther Kountze

## Banking Entrepreneur



- Opportunistic
- Hard Working
- Determined
- Innovative
- Community Minded

How did Luther Kountze save the bank during the Great Fire of Denver?

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Pick one of the terms to the left to describe how Luther Kountze helped Denver quickly recover from the "Great Fire."

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How did Luther Kountze earn the reputation of being careful with money? Do you think this is important for the Banking Industry and why?

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# Sugar Beet Entrepreneur



## CHARLES BOETTCHER

When: 1852-1948

Where: Born in Germany, moved first to Wyoming, then to Denver.

Why Important: Boettcher was an important Denver business person and scion of the Boettcher Family whose foundation gives millions to Colorado civic projects.

Charles Boettcher was born in Kolleda, Germany in 1852. He was only 17 years old when he left his birth country and immigrated to the U.S. in 1869. Once in America, Charles traveled to Wyoming. He chose to move there because his brother, Herman, already lived there. Charles got a job in the same hardware store where Herman worked. The job paid two dollars per week. In 1874 Charles married Fannie Augusta Cowan. The couple had two children.

Eventually, Herman was able to buy the hardware store. He put Charles in charge of running it. Herman decided to move to Colorado because he wanted to open stores there. Charles went with him. Before long, the brothers owned a chain of stores in Colorado. Charles and Herman sold equipment to miners who hoped to make their fortunes in Colorado's mountains.

Charles wanted to do more than own hardware stores, so he founded several manufacturing businesses. One of these businesses made blasting powder. This was a substance that people used to blast rock in order to build mines and tunnels. Charles also founded an electric company and a cement company. Charles had many different business interests. Over the course of his career, he invested in meat packing, a railroad, life insurance, banking, real estate, ranching, and sugar beets.

After the Panic of 1893, Charles and Fanny traveled to Europe for six months. While in Germany, Charles observed the country's successful sugar beet industry. Because he was always looking for new ways to make money, Charles bought some high-quality sugar beet seeds and brought them back to Colorado. Charles noticed that Colorado's existing sugar beet industry was struggling. He believed the reason was that Colorado's sugar beet farmers needed money so they could build factories and process the sugar. When Charles returned to Colorado, after his trip to Europe, he developed the Great Western Sugar Company.

The Boettchers became very wealthy. Charles's son, Claude, benefitted from his father's great success in business. Together, Charles and Claude bought the Brown Palace Hotel in 1922. Eventually, Claude bought one of the nicest mansions in Denver. After Claude and his wife died in the 1950s, they donated the mansion to the state of Colorado. Now, it is the Governor's Mansion! Near the end of Charles's life, he and Claude established a philanthropic organization called the Boettcher Foundation. The foundation helped to fund many cultural attractions in Denver. It funded the Boettcher Concert Hall and even helped to support the Denver Botanic Gardens. Charles died in 1948, but the Boettcher Foundation has continued to this day.



### What made Charles Boettcher an Entrepreneur?

- Opportunistic
- Hard Working
- Determined
- Innovative
- Community Minded

# Charles Boettcher

## Sugar Beet Entrepreneur



- Opportunistic
- Hard Working
- Determined
- Innovative
- Community Minded

How was Boettcher involved in the Sugar Beet Industry of Colorado?

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How was Boettcher involved in the Mining Industry?

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Pick one of the terms to the left to describe how Boettcher helped his community?

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