

THE MERCURY 100

NORTHERN COLORADO | 2015

BUSINESS IN

HIGH GEAR

NORTHERN

COLORADO'S

FASTEST-

GROWING

COMPANIES

presented by **BizWest**

Mercury 100 Methodology

The Mercury 100 list is a ranking of the fastest-growing companies in Northern Colorado.

Companies on the 2015 Mercury 100 were first sorted based on reported revenues for 2014, then, based on the size of their revenue, separated into "flights" of 20 companies each.

The first flight features companies with the 20 highest revenues, those \$18 million and higher. The second flight is of companies with revenues of \$6.1 million to \$18 million, the third is companies with revenues \$2.4 million to \$6.1 million the fourth is \$809,000 to \$2.4 million and finally the fifth is \$110,000 to \$809,000.

After companies were placed into their appropriate flights, each flight was then sorted based on percentage of revenue growth from 2012 to 2014.

To be considered for the list, companies had to be for-profit, privately owned and headquartered in Larimer or Weld counties. Companies also had to be in business for the full two years in which revenue numbers were collected, and had to have reported revenues of at least \$110,000 in 2012.

Revenues for some companies on the list have been verified by Denver-based accounting and consulting firm Anton Collins Mitchell.



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'Mercury 100' honors fastest-growing

Few local business-related events generate as much enthusiasm – and fun – as the Mercury 100, honoring the fastest-growing private companies in Northern Colorado.

Locally based private companies are ranked based on two-year revenue growth, in this case from 2012 to 2014. We publish five lists, or Flights, recognizing 20 companies within each. The 2014 revenue for Flight I must be more than \$18 million, Flight II with revenues between \$6.1 million and \$18 million, Flight III with revenues between \$2.4 million and \$6.1 million, Flight IV with revenues between \$809,000 and \$2.4 million, and Flight V with revenues between \$110,000 and \$809,000.

Mercury is probably our favorite event because it fosters connection with fast-growing, high-energy companies that are led by some amazing entrepreneurs. Who could not be energized by speaking with executives from very different companies who have led their companies to spectacular growth. With the Mercury 100, we see companies from marketing, technology, construction, trans-



PUBLISHER
Jeff Nuttall



PUBLISHER
Chris Wood

portation, printing, professional services, health care, real estate and retail.

It's exciting to see the variety of industries represented, and the intermingling that occurs as these entrepreneurs gather in one room.

Some years, the Mercury lists might be dominated by one sector or another. During the heyday of economic growth, Northern Colorado's list saw many construction-related companies, for example. (Come to think of it, this year's lists also include many such companies, signaling that the construction sector is bouncing back.)

But Mercury, for the most part, is all about diversity in terms of the industries represented.

This is the 16th year that Biz-

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CONNECTION WITH FAST-

GROWING, HIGH-ENERGY

COMPANIES THAT ARE

LED BY SOME AMAZING

ENTREPRENEURS.

West (formerly the Northern Colorado Business Report) has presented awards based on this list. It actually started as a list of 50 companies in 1997, and has grown and evolved with the economy. Our innovative "flight" system is a way to look at the data that allows for a comparison of companies with like

size and earnings, rather than with companies much larger or smaller.

The 2015 Mercury 100 rankings are based on revenue figures submitted to the BizWest research department. A random verification of revenues was conducted by the accounting and consulting firm of Anton Collins Mitchell LLP. All businesses based in Larimer and Weld counties that submitted revenue figures were eligible for consideration.

Our thanks goes out to our event sponsors: Anton Collins Mitchell Accountants and Consultants, First National Bank, Brinkman Partners, Candlelight Dinner Playhouse, Palmer Flowers, the Better Business Bureau serving Northern Colorado and Wyoming, and DaVinci Sign Systems Inc.

Thanks to our chief researcher, Kiley Gant, for her work on the Mercury 100 lists, and to section editor Dallas Heltzell, writers Paula Aven Gladych and Elizabeth Gold, and photojournalists Jonathan Castner and Joel Blocker.

Congratulations to all companies, large and small, for the terrific comeback that you have made in recent years. All the best in 2015!

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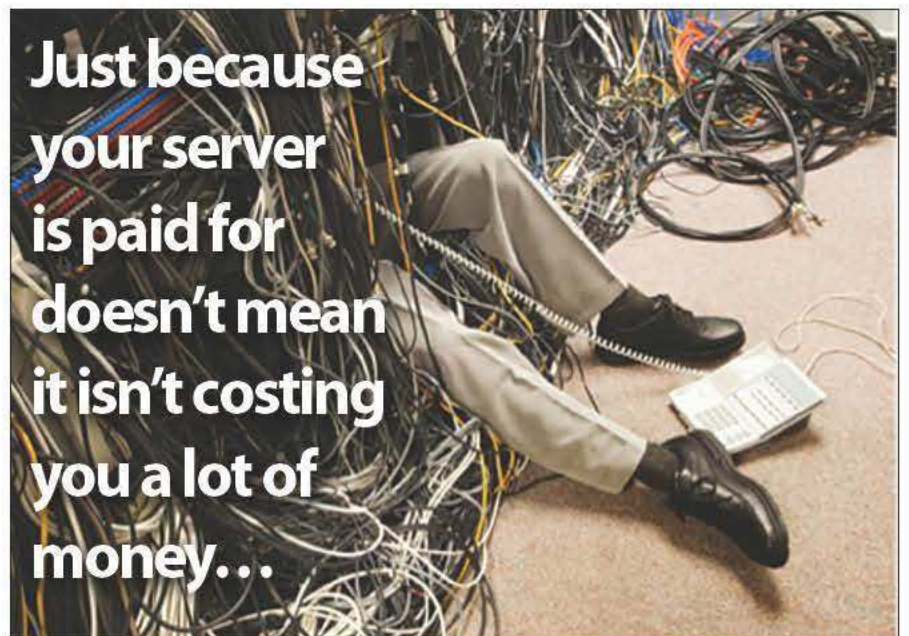
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Flight I: \$18 million – \$1.1 billion



JOEL BLOCKER/FOR BIZWEST

In 78 years, Hensel Phelps has grown from a small sole proprietorship to one of the nation's top 20 national contractors. Its Greeley headquarters is one of eight offices around the nation.

Hensel Phelps builds on relationships

BY PAULA AVEN GLADYCH

In its 78 years of operation, Greeley-based Hensel Phelps has grown from a small sole proprietorship to one of the nation's top 20 national contractors, with eight offices around the country.

As a 100 percent employee-owned operation, the company prides itself on building great relationships with both employees and clients and is well-known for its work on many major Colorado landmarks, including Denver International Airport, History Colorado Center, the Colorado Convention Center, Elitch Gardens, the Wellington Webb municipal building and the Denver Justice Center.

The company had stagnant growth during the years immediately following the economic downturn but has rebounded in the last two years, with Colorado revenue of \$329.6 million in 2014, a 75 percent increase from 2013.

Allan Bliesmer, district manager and vice president at Hensel Phelps, said his company weathered the eco-



conomic downturn because of its focus on client relationships and its employees.

"Rather than downsize or lay people off, we kept all of them and continued to build relationships" so that when the recession came to an end the company was able to move forward, he said.

One thing that has kept the company afloat even during tough times is that it serves a number of different sectors, said Bliesmer. Hensel Phelps works in the hospitality, military construction, health-care, technology, retail, office market, education and aviation industries.

"You name it and we have built in that sector," he said. "That is one thing that helps us when you see fluctua-

► See **Hensel Phelps, 14**



COURTESY HENSEL PHELPS

The microbiology building on the Colorado State University campus in Fort Collins is among the projects completed by Hensel Phelps.

BIZWEST LIST

Mercury 100 Fastest-Growing Private Companies Flight I - Northern Colorado

Companies with 2014 revenue between \$18,000,000 and \$1,100,000,000

| RANK | Company name | 2-year revenue growth | Revenue 2014 Revenue 2012 | Number of employees | Products/Services | Phone Website | Person in charge Title Year founded |
|------|--|-----------------------|----------------------------------|---------------------|--|---|--|
| 1 | Madwire 550 W. Eisenhower Blvd. Loveland, CO 80537 | 185% | \$18,321,025 \$6,417,775 | 158 | 360-degree inbound digital marketing and design firm offering marketing technologies and software for small businesses with a global reach. | 970-663-7635 www.madwire.com | Joe Kellogg JB Kellogg founding partners 2009 |
| 2 | Otter Products 209 S. Meldrum St. Fort Collins, CO 80524 | 81% | \$1,037,679,000 \$573,900,000 | 1,105 | Protection for smartphone and tablet devices under the OtterBox and LifeProof brands. | 1-855-688-7269 www.otterbox.com | Peter Lindgren CEO/president 1998 |
| 3 | Baessler Homes LLLP 3780 W. 10th St., Suite 200 Greeley, CO 80634 | 73% | \$27,296,000 \$15,786,000 | 30 | New home builder. | 970-353-1492 www.BaesslerHomes.com | Jamie Baessler president 1968 |
| 4 | Employment Solutions 3600 Mitchell Drive Fort Collins, CO 80525 | 64% | \$32,977,000 \$20,112,000 | 38 | Industrial staffing services | 970-407-9675 www.employmentsolutions.com | Katherine Wagner majority owner 1994 |
| 5 | Hensel Phelps Construction Co. 420 Sixth Ave. Greeley, CO 80631 | 62% | \$329,577,809 \$203,409,000 | 2,140 | Planning and design, construction and facility management. | 970-352-6565 www.henselphelps.com | Jeffrey Wenaas president/CEO 1937 |
| 6 | Burgener Trucking-Transpro Inc. 7301 S.W. Frontage Road Fort Collins, CO 80528 | 56% | \$56,725,000 \$36,326,053 | 185 | Dry bulk trucking. | 970-482-4888 www.gotranspro.com | Curt Burgener CEO/president 1946 |
| 7 | Advance Tank & Construction Co. 3700 E. County Road 64 Wellington, CO 80549 | 50% | \$60,000,000 \$40,000,000 | 50 | Fabrication, erection and repair of large-diameter, steel plate storage structures such as above-ground storage tanks, stacks, silos, clarifiers, bins and hoppers and the foundations under them. | 970-568-3444 www.advancetank.com | Lisa Clay chairman of the board 1981 |
| 8 | Brinkman Construction 3528 Precision Drive, Suite 100 Fort Collins, CO 80528 | 41% | \$171,000,000 \$121,000,000 | 110 | Integrated real estate solutions including commercial brokerage, development, construction and real estate management. | 970-267-0954 www.brinkmanpartners.com | Paul Brinkman CEO 2005 |
| 9 | Ghent Motor Co. 2715 35th Ave. Greeley, CO 80634 | 30% | \$57,441,651 \$44,227,026 | 70 | Sales and service of new and used vehicles. | 970-339-2438 www.ghentmotors.com | Bob Ghent owner 1989 |
| 10 | Associates in Family Medicine - South Office 1113 Oakridge Drive Fort Collins, CO 80525 | 27% | \$23,815,991 \$18,746,971 | 267 | Family medicine medical clinic. | 970-225-0040 www.afmfc.com | James Sprowell, MD CEO 1962 |
| 11 | Drahota * 4700 Innovation Drive, Building C Fort Collins, CO 80525 | 23% | \$47,701,000 \$38,854,906 | 36 | General contractor and construction management company. | 970-204-0100 www.drahota.com | Terry Drahota CEO/president/manager 1973 |
| 12 | Roche Constructors Inc. 361 71st Ave. Greeley, CO 80634 | 21% | \$78,560,000 \$64,706,000 | 62 | Construction manager/general contractor | 970-356-3611 www.rocheconstructors.com | Tom Roche CEO/president 1971 |
| 13 | King Buick GMC 4175 Byrd Drive Loveland, CO 80538 | 21% | \$91,040,000 \$75,000,000 | 118 | GM Franchise auto dealership selling Buick, GMC, Chevrolet products. | 970-667-8905 N/A | Rex King president 1998 |
| 14 | Co's Auto Group Inc. 4150 Byrd Drive Loveland, CO 80538 | 19% | \$64,810,400 \$54,252,113 | 75 | BMW and MINI Cooper automobiles, sales, parts, service, pre-owned cars and trucks. | 970-292-5200 www.cosbmw.com, minioflovland.com | Christina Dawkins president/general manager 1974 |
| 15 | Gregory Electric 3317 N. Lincoln Ave. Loveland, CO 80538 | 19% | \$18,600,000 \$15,600,000 | 95 | Electrical contractor | 970-669-7609 www.gregoryelectricinc.com | Rod Bryant president 1988 |
| 16 | United Power Inc. 500 Cooperative Way Brighton, CO 80603 | 19% | \$179,891,711 \$151,279,000 | 166 | Electric distribution cooperative, providing electricity to more than 130,000 people in Colorado's northern Front Range. | 303-659-0551 www.unitedpower.com | Ronald Asche CEO 1938 |
| 17 | Walker Manufacturing Co. 5925 E. Harmony Road Fort Collins, CO 80528 | 15% | \$56,206,000 \$49,037,000 | 155 | Manufacturer of commercial-grade riding lawn mowers and attachments. | 970-221-5614 www.walkermowers.com | Bob Walker president 1959 |
| 18 | Harsh International Inc. 600 Oak Ave. Eaton, CO 80615 | 12% | \$28,000,000 \$25,000,000 | 85 | Manufacturer of cattle feeding equipment, hydraulic truck equipment. Arctic Cat dealer, Oreion UTV dealer, Segway dealer, Bad Boy Mower dealer, and Husqvarna dealer. | 970-454-2291 www.harshenviro.com and www.harshpowersports.com | Robert Brown president 1948 |
| 19 | New Horizons Travel Agency Inc. 300 E. Boardwalk Drive Fort Collins, CO 80525 | 12% | \$22,037,000 \$19,760,000 | 25 | Full-service travel agency specializing in corporate and athletic group travel. | 970-223-7400 www.travelnewhorizons.com | Dale Clarken president/owner 1980 |
| 20 | Poudre Valley Rural Electric Association Inc. 7649 REA Parkway Fort Collins, CO 80528 | 8% | \$105,599,693 \$97,637,836 | 84 | Electric utility | 800-432-1012 www.pvrea.com | Jeff Wadsworth CEO 1939 |

Regions surveyed include Larimer and Weld counties and the city of Brighton.

* A Bryan Construction company.

Researched by Kiley Gant

Flight II: \$6.1 million – \$18 million


JONATHAN CASTNER/FOR BIZWEST

Dr. John Bender's vision continues at Miramont Family Medicine, which provides many services for patients in one location, at the lowest cost and highest quality possible.

Miramont expands reach of family medicine

BY ELIZABETH GOLD

Dr. John Bender recognized a need people in Colorado had for having access to more affordable and more convenient health care.

Running around town to get medical needs met can be an insurmountable obstacle for a working parent with young children. Likewise, being unable to pay the going price for needed care can keep someone who lives on minimum wage from getting the care they need.

To reduce the challenges, Bender and his wife, Teresa, purchased a family medicine practice in 2002, and Miramont Family Medicine was born. Dr. Bender's vision continues, providing as many services as possible for his patients in one convenient location, at the lowest cost, with the highest quality possible.

"We focus on making health care affordable, accessible and accountable," said Bender. "We care deeply about our patients and their well-being and have an undying resolve to ensure access to the highest quality yet affordable health care."

Today Miramont operates from two facilities in Fort Collins as well as in Loveland, Wellington, Parker



and Glendale and serves more than 30,000 patients.

One reason Miramont is seeing so much growth is that it continues to focus on Bender's vision. In-house services include lab, x-ray and pharmacy. Specialty areas include acupuncture and wellness, family physical therapy, audiology, podiatry and family medicine.

In 2008 the health center received recognition for its patient-centered medical home model, and in 2010 it won a national award of excellence for outstanding achievement in the implementation and value from health information technology.

In 2011 The Colorado Academy of Family Physicians Foundation named Miramont the Patient Centered Medical Home of the Year.

In addition to treating people who need medical attention, Miramont focuses on ways to keep its patients out of that situation. To encourage patients to stay healthy, the center offers low-cost preventive screen-



JONATHAN CASTNER/FOR BIZWEST

High-tech video monitoring helps Miramont staff keep track of patient needs. In 2011, the center was named Patient-Centered Medical Home of the Year.

ing and care for people who don't have insurance through its Miramont Value Plan (MVP). Those services include cholesterol screening, smoking-cessation programs and diabetic screening.

Additional care through the MVP includes care for shingles, impetigo and rashes. Vaccines, x-rays and mammograms also are available at a

reduced cost.

Miramont continues to reach more people through its branches and showed revenue figures for 2014 to be \$8.19 million. That number tops \$7,023,197 in 2013 and \$4,804,885 in 2012. One-year growth was 16.614 percent, and two-year growth was 70.452 percent over previous years.

BIZWEST LIST

Mercury 100 Fastest-Growing Private Companies Flight II - Northern Colorado

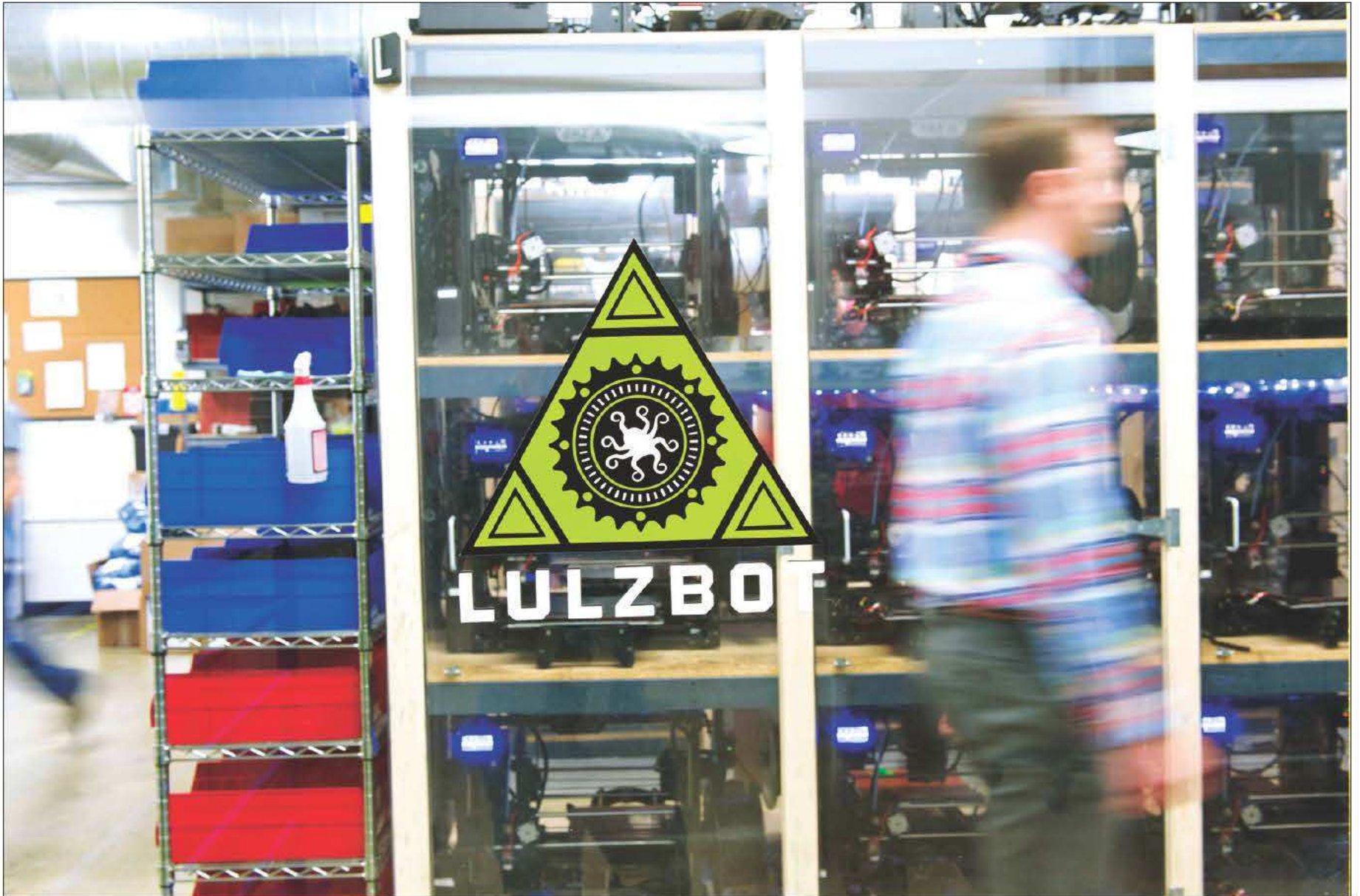
Companies with 2014 revenue between \$6,100,000 and \$18,000,000

| RANK | Company name | 2-year revenue growth | Revenue 2014 Revenue 2012 | Number of employees | Products/Services | Phone Website | Person in charge Title Year founded |
|------|---|-----------------------|------------------------------|---------------------|--|--|---|
| 1 | Duran Excavating Inc. 418 N. Ninth Ave. Greeley, CO 80631 | 170% | \$14,035,431 \$5,191,072 | 49 | Earthwork, utilities and roadwork. | 970-351-0192 www.duranexcavating.com | Ernest Duran president 1979 |
| 2 | Green Ride CO Inc. 344 E. Foothills Parkway, Suite 29 Fort Collins, CO 80525 | 109% | \$6,799,885 \$3,250,149 | 120 | Locally owned shared-ride airport shuttle company focused on minimal environmental impact while providing transportation for residents and visitors. | 970-226-5533 www.greenrideco.com | Robert Flynn Ray Schofield co-founders 2008 |
| 3 | Neuworks Mechanical Inc. 241 Racquette Drive Fort Collins, CO 80524 | 98% | \$7,227,285 \$3,646,765 | 50 | New commercial and industrial plumbing and mechanical contractor. Water heaters, radiant heating, boilers, roof drain systems, general piping, fittings, valves and assemblies. | 970-556-3130 Neuworksmechanical.com | Mark Neubauer president/owner 2010 |
| 4 | Miramont Family Medicine at Centre Ave. 1014 Centre Ave. Fort Collins, CO 80526 | 70% | \$8,190,000 \$4,804,885 | 94 | Family medicine, behavioral health, full lab, prescription dispensing, audiology. | 970-482-8881 www.miramont.us | John Bender CEO 2009 |
| 5 | Devoe Contracting LLC 26015 Weld County Road 46 Kersey, CO 80644 | 68% | \$14,887,888 \$8,875,413 | 96 | Oil and gas service: Trucking, winch truck, fluid hauling, excavation, location, road building, roustabout, welding, fabrication, heavy-duty towing. | 970-284-7824 devoecontracting.com | Shaun B Devoe owner 1969 |
| 6 | Naranjo Civil Constructors, Inc. 1863 Second Ave. Greeley, CO 80631 | 57% | \$12,400,000 \$7,900,000 | 55 | Civil construction | 970-356-7909 www.naranjocivil.com | Jerry Naranjo vice president/general manager 1982 |
| 7 | Alpine Gardens 7029 S. College Ave. Fort Collins, CO 80525 | 47% | \$6,600,000 \$4,500,000 | 75 | Landscape contractor providing commercial and residential landscape design, installation and maintenance. | 970-226-2296 www.alpinelandscaping.com | Jack Fetig Christine Fetig president secretary/treasurer 1978 |
| 8 | Colorado Precast Concrete Inc. 1820 E. Colorado Highway 402 Loveland, CO 80537 | 36% | \$11,600,000 \$8,500,000 | 105 | Precast concrete underground utility structures, septic tanks, small buildings, architectural work, specialty products. | 970-669-0535 www.coloprecast.com | Penny Hayward CEO/director of safety 1975 |
| 9 | Savant Homes Inc. P.O. Box 2066 Fort Collins, CO 80522 | 35% | \$7,001,495 \$5,170,669 | 14 | New residential construction, land development, remodeling, attached single-family construction. | 970-472-5667 www.savanthomesinc.com | Alan Strobe president 1998 |
| 10 | Sears Trostel Lumber Co. 125 Airpark Drive Fort Collins, CO 80524 | 33% | \$8,973,000 \$6,760,000 | 48 | Custom trim, hardwood lumber, hardwood plywood, woodworking tools and accessories. | 970-482-0222 www.sears-trostel.com | Curt Viehmeyer general manager 1929 |
| 11 | Affordable Roofing Inc. 217 W. Trilby Road Fort Collins, CO 80525 | 29% | \$13,801,921 \$10,673,887 | 18 | Roofing services. | 970-207-0000 www.affordableroofinginc.com | Troy Jennings Jim Simpson co-owners 2005 |
| 12 | Exponential Engineering Co. 2950 E. Harmony Road, Suite 265 Fort Collins, CO 80528 | 25% | \$6,400,000 \$5,100,000 | 32 | Electrical engineering - power systems. | 970-207-9648 www.exponentialengineering.com | Thomas Ghidossi president/principal engineer 1993 |
| 13 | HighCraft Builders Inc. 429 S. Howes St. Fort Collins, CO 80521 | 24% | \$6,174,000 \$4,977,603 | 19 | A design-build company providing interior and exterior remodeling, architectural and interior design, additions, outdoor rooms, new custom construction and large-scale repairs. | 970-472-8100 www.highcraft.net | Dwight Sailer Bryan Soth co-founder/owners 1998 |
| 14 | Dairy Specialists LLC 3309 Empire St. Evans, CO 80620 | 20% | \$17,428,963 \$14,468,307 | 49 | Dairy equipment, supplies, service and maintenance. Agricultural waste specialists, equipment and supplies. Design services. | 970-330-1870 www.dairyspecialists.com | Randy Sorensen CEO 1991 |
| 15 | Miramont Lifestyle Fitness 901 Oakridge Drive Fort Collins, CO 80525 | 19% | \$11,273,489 \$9,509,692 | 337 | All-inclusive fitness club, health and wellness programs. | 970-282-1000 www.miramontlifestyle.com | Shane Hunsinger COO 1979 |
| 16 | Coe Construction Inc. 2302 E. 13th St. Loveland, CO 80537 | 17% | \$9,500,000 \$8,100,000 | 16 | Commercial general contractor | 970-663-7636 www.coeconstruction.com | Gregg Meisinger president 1990 |
| 17 | Malm Electrical Contractors LLC 266 Basher Drive, Unit 2 Berthoud, CO 80513 | 14% | \$6,100,000 \$5,337,705 | 45 | Commercial, industrial, multi-family, design-built services. | 970-532-9900 www.malmelectric.com | Trent Malm Roy Maynes Chris Raskay partners 2002 |
| 18 | Obermeyer Hydro Inc. 303 W. County Road 74 Wellington, CO 80549 | 11% | \$12,441,764 \$11,201,746 | 52 | Water control gates, hydroelectric turbines and various vulcanized rubber products. | 970-568-9844 www.obermeyerhydro.com | Henry Obermeyer president 1988 |
| 19 | Connecting Point 2401 17th St. Greeley, CO 80634 | 10% | \$7,702,141 \$6,987,393 | 22 | Full suite of managed and cloud services. Managed security, data protection, telephony and product procurement. | 970-356-7224 www.cpgreeley.com | Ted Warner president 1985 |
| 20 | ECI Site Construction Management Inc. 2526 14th St., S.E. Loveland, CO 80537 | 7% | \$17,200,000 \$16,100,000 | 30 | General contractor and construction manager of multi-faceted infrastructure projects. | 970-669-6291 www.ecisite.net | Brian Peterson president 1983 |

Regions surveyed include Larimer and Weld counties and the city of Brighton.

Researched by Kiley Gant

Flight III: \$2.4 million – \$6.1 million



JONATHAN CASTNER/FOR BIZWEST

Aleph Objects' largest machine, the LulzBot TAZ, can print a 3-D model that is 12 inches cubed. The company has future product lines in mind but for now is focused on 3-D printing.

Aleph Objects takes growth to third dimension

BY PAULA AVEN GLADYCH

Loveland-based Aleph Objects Inc. has experienced meteoric growth in the last calendar year.

The company, which manufactures desktop 3-D printers, went from 17 employees to 78 in the past year, and it doesn't expect that growth to stop anytime soon. Its revenue has jumped 783.8 percent in the past two years, moving from \$523,706 in 2012 to \$4.6 million in 2014.

The company also is a free-software, Libre innovation and open-source hardware company. The entire industry sprouted from the proliferation of free and open 3-D modeling programs and the general sharing of knowledge on the Internet, said Harris Kenny, marketing manager for Aleph Objects.

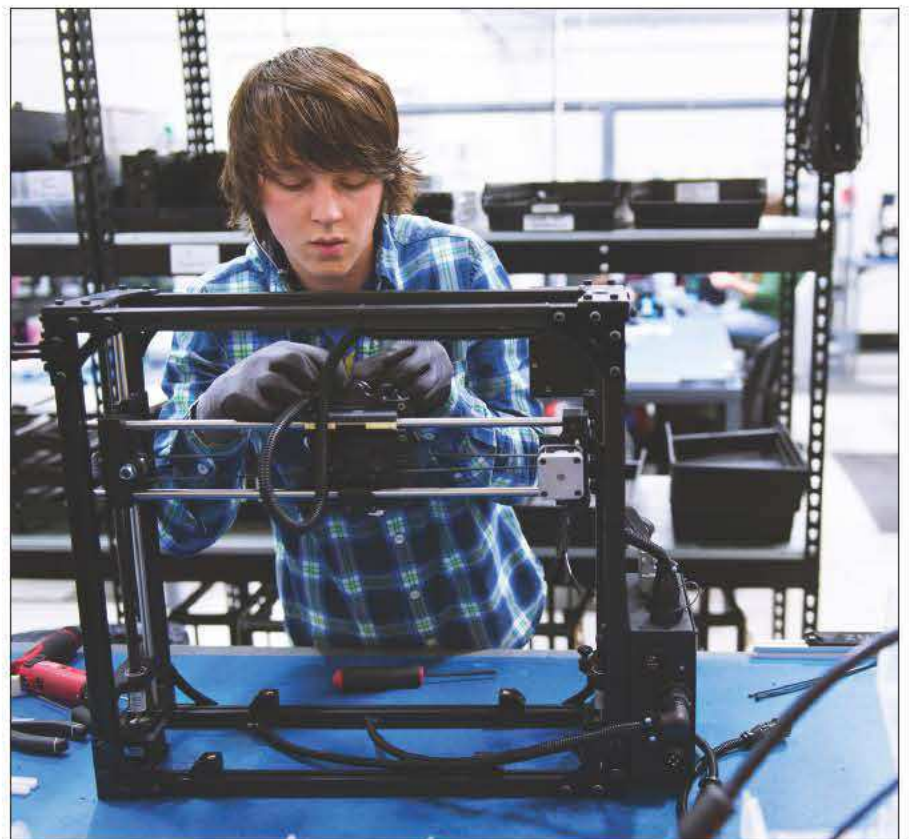
"We're glad to be part of that and contributing as well. As that collaboration is happening, even as companies are competing, we are free software and open-source hardware," he said. "There are times we are enabling our com-

MERCURY
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petitors to learn how we are doing things, but it is driving the cost down for consumers. It allows better ideas to get out faster."

When the company was founded by president Jeff Moe in 2011, the 3-D printing market was really in its infancy. Part of that was because people couldn't envision all of the possibilities for the equipment back then.

Now, the company's growth is being fueled by equal parts professional and personal use. Professionals such as mechanical engineers, designers and artists are using the company's 3-D printers to do rapid prototyping. The educational market also has taken a shine to the devices, which will print out 3-D plastic models of just about any



JONATHAN CASTNER/FOR BIZWEST

Eric Ryherd works on a 3-D printer at Aleph Objects. The company's growth is being fueled by equal parts personal and professional use.

► See **Aleph, 15**

BIZWEST LIST

Mercury 100 Fastest-Growing Private Companies Flight III - Northern Colorado

Companies with 2014 revenue between \$2,400,000 and \$6,100,000

| RANK | Company name | 2-year revenue growth | Revenue 2014 Revenue 2012 | Number of employees | Products/Services | Phone Website | Person in charge Title Year founded |
|------|--|-----------------------|------------------------------|---------------------|--|---|---|
| 1 | Aleph Objects Inc. 626 W. 66th St. Loveland, CO 80538 | 784% | \$4,628,725 \$523,706 | 78 | A Free Software, Libre Innovation, and Open Source Hardware company. Current products include the LutzBot line of desktop 3D printers, accessories, and 3D printing filament materials. | 970-377-1111 www.alephobjects.com | Jeff Moe president/CEO 2011 |
| 2 | Czero Inc. 430 N. College, Suite 425 Fort Collins, CO 80524 | 195% | \$2,451,488 \$830,184 | 18 | Mechanical engineering R&D firm specializing in early-stage product development. Help develop innovations and technologies for energy efficiency, energy recovery and renewable fuels. | 719-331-9662 www.czero-solutions.com | Guy Babbitt CEO/president 2007 |
| 3 | Encompass Medical Partners LLC 1236 E. Elizabeth St., Suite 2 Fort Collins, CO 80524 | 181% | \$4,653,410 \$1,654,823 | 53 | Medical management company that offers full-service solutions based on the specific needs of your practice. | 970-488-1668 www.encompassmedical.com | Tim Annable Judson Standard CEOs 1984 |
| 4 | Affordable Restoration 217 W. Trilby Road Fort Collins, CO 80525 | 129% | \$5,361,013 \$2,344,679 | 27 | Fire and water restoration. | 970-207-0000 www.affordablrestore.com | Cory Braesch Troy Jennings Jim Simpson co-owners 2008 |
| 5 | Action Staffing Solutions 883 N Cleveland Ave. Loveland, CO 80537 | 94% | \$2,964,738 \$1,526,462 | 13 | Staffing agency. | 970-667-4202 actionsolutionsincorporated.com | Robin Fischer president/CEO 2008 |
| 6 | C&T Custom Fabrication Inc. 345 Basher Drive Berthoud, CO 80513 | 78% | \$3,129,403 \$1,756,081 | 21 | Full service metal fabrication, certified welding, ISO 9001:2008, CNC machining, High Def Plasma, waterjet, CNC punching and bending, CAD services. | 970-532-2444 www.ctcustomfab.com | Cameron Matthie vice president 1997 |
| 7 | AlphaGraphics of Northern Colorado 5803 Lockheed Ave. Loveland, CO 80538 | 73% | \$2,756,693 \$1,588,899 | 24 | Print, Digital Marketing, Signs, Banners, Web-site. | 970-223-6316 www.agnoco.com | Diane McIntosh owner 2006 |
| 8 | Longs Peak Landscape 4325 Hilltop Road Longmont, CO 80504 | 63% | \$3,614,909 \$2,216,010 | 44 | Landscape construction, landscape maintenance, landscape design. Snow removal, restoration services, renovation, maintenance, commercial, residential, HOA's. | 303-682-2857 www.LongsPeakLandscape.com | Mike DePriest president 1994 |
| 9 | Flatiron Steel 503 N. Second St. LaSalle, CO 80645 | 54% | \$6,090,370 \$3,950,453 | 14 | Supplier of metal roofing materials for residential, light commercial, agricultural and interior. | 970-284-6306 www.flatironsteel.com | Lee Smith owner 2006 |
| 10 | Diamond Spas 4409 Coriolis Way Frederick, CO 80504 | 53% | \$5,225,354 \$3,416,694 | 23 | Custom fabricator of copper and stainless steel aquatic products including swimming pools, hot tubs, bath tubs and sinks. | 720-864-9115 www.diamondspas.com | Stephanie Bennett CEO 1996 |
| 11 | Stucco Rite Inc. SRI Investments 760 N. 71st Ave. Greeley, CO 80634 | 50% | \$5,987,000 \$3,988,000 | 38 | Stucco, masonry, land development. Construction sub contractor. | 970-381-6956 www.stuccorite.com | Kurt Georgeades CEO 1988 |
| 12 | Linden 223 S. Howes St. Fort Collins, CO 80521 | 47% | \$2,800,000 \$1,900,000 | 16 | Marketing and communications company. Market research, branding, website design and programming, online marketing, social media, public relations. | 970-221-3232 www.golinden.com | Susie Cannon president 1996 |
| 13 | Roberts Excavation Corporation 1801 1st Street Berthoud, CO 80513 | 46% | \$4,398,800 \$3,014,000 | 21 | Excavation and site utilities for commercial construction. | 970-532-1440 www.roberts-excavation.com | Gerald Roberts president/ general manager 1991 |
| 14 | Silver Grill Cafe 218 Walnut St. Fort Collins, CO 80524 | 41% | \$2,744,449 \$1,951,008 | 50 | Renowned breakfast and lunch offerings since 1933. Plus our famous giant cinnamon rolls, eggs benedict creations, healthy kids menu and Bloody Mary Bar. | 970-484-4656 www.silvergrill.com | John Arnolfo owner 1933 |
| 15 | High Plains Mechanical Service Inc. 2020 Airway Ave. Fort Collins, CO 80524 | 29% | \$5,765,545 \$4,481,312 | 26 | HVAC/R repairs and service. | 970-221-5645 www.hpmservice.com | Paul Finger owner 1983 |
| 16 | Motherlove Herbal Co. 1420 Riverside Ave. Suite 114 Fort Collins, CO 80524 | 24% | \$5,250,000 \$4,250,000 | 20 | Organic herbal products for pregnancy, birth and breastfeeding. | 970-493-2892 www.motherlove.com | Silencia Cox vice president 1990 |
| 17 | Fort Collins Veterinary Emergency and Rehabilitation Hospital LLC 816 S. Lemay Ave. Fort Collins, CO 80524 | 11% | \$2,550,000 \$2,300,000 | 42 | Emergency veterinary services and rehabilitation | 970-484-8080 www.vetemergencyandrehab.com | Jon Geller director/ managing partner 2003 |
| 18 | Fort Collins Nursery 2121 E. Mulberry St. Fort Collins, CO 80524 | 9% | \$3,095,634 \$2,838,946 | 35 | Trees, shrubs, annuals, perennials, vines, vegetable starts, seeds, garden supplies, herbicides, pesticides, fountains, statuary, art, tools, books, education, landscape supplies, family activities. | 970-482-1984 www.fortcollinsnursery.com | Jesse Eastman owner/general manager 1932 |
| 19 | Anderson Consulting Engineers Inc. 375 E. Horsetooth Road, Building 5 Fort Collins, CO 80525 | 6% | \$3,705,000 \$3,489,000 | 21 | A water resources engineering consulting firm. | 970-226-0120 www.acewater.com | Bradley Anderson president 1998 |
| 20 | DataSplice 414 E. Oak St. Fort Collins, CO 80524 | 1% | \$3,285,500 \$3,262,000 | 20 | DataSplice Mobile Integration Suite for Maximo, DataSplice Utilities Inspection Suite, DataSplice Contractor Services Mobile Tracking. | 970-484-0841 www.datasplice.com | Scott Kunze president/CEO 2001 |

Regions surveyed include Larimer and Weld counties and the city of Brighton.

Researched by Kiley Gant

Flight IV: \$809,000 – \$2.4 million



COURTESY XX

CorKat Data Solutions aims to give small companies – some with 20 or fewer employees – the same information-technology tools bigger companies have.

CorKat helps keep small-business IT purring

BY ELIZABETH GOLD

Companies that don't have information-technology departments tend to specialize in anything but IT. A problem they can face when looking for help in that area, therefore, can be that they don't know what they don't know.

Turning that premise into a business model that can fill the gap is making CorKat Data Solutions a go-to place for companies with fewer than 400 employees – and no IT expertise onboard.

CorKat Data aims to give small companies – some with 20 or fewer employees – the same tools bigger companies have. The success formula CorKat follows focuses on relationship building, education and simplicity, according to Mark Grundy, vice president for business development.

"We focus on a segment of business that very few do," he said. "They don't really know what they need and don't know what to order, so we work to become their trusted



adviser rather than simply their vendor."

The market CorKat targets is categorized as small- to medium-sized. According to the most recent U.S. Census Bureau data, there are 5.68 million employer firms in the United States, and companies with fewer than 500 employees account for 99.7 percent of that number. Businesses with less than 20 employees make up 89.8 percent.

What that means is that CorKat has a wide market to appeal to.

Ninety to 95 percent of businesses in the world are small to medium, and they don't necessarily have IT departments," said Grundy.

The process to building relationships with potential clients can

► See **CorKat, 15**



COURTESY XX

"We focus on a segment of business that very few do," says Mark Grundy, CorKat's vice president for business development.

BIZWEST LIST

Mercury 100 Fastest-Growing Private Companies

Flight IV - Northern Colorado

Companies with 2014 revenue between \$809,000 and \$2,400,000

| RANK | Company name | 2-year revenue growth | Revenue 2014 Revenue 2012 | Number of employees | Products/Services | Phone Website | Person in charge Title Year founded |
|------|--|-----------------------|------------------------------|---------------------|--|--|---|
| 1 | CorKat Data Solutions P.O. Box 7451 Loveland, CO 80537 | 240% | \$913,315 \$268,973 | 16 | HIPPA compliant cloud computing, data center, IT solutions, hosted applications, disaster recovery, business continuity, hosted QuickBooks, Colocation | 970-776-3777 www.corkatdata.com | Mark Grundy vice president, business development 2011 |
| 2 | Greystone Web Services, LLC 3003 E. Harmony Road, Suite 320 Fort Collins, CO 80525 | 230% | \$1,606,163 \$486,170 | 19 | Web development, mobile app development, online marketing, SEO, online strategy, web design. | 970-372-5280 N/A | Peter Melby president 2010 |
| 3 | Huston Graphics & Printing 700 Automation Drive, Unit B Windsor, CO 80550 | 187% | \$1,728,396 \$602,407 | 6 | Custom graphic design, silk screen printing, embroidery, laser engraving, promotional products and corporate identity/branding. | 970-686-0174 www.hustongraphics.com | Lucas Burton Lisa Burton owners 1997 |
| 4 | Total Facility Care LLC 471 N. Denver Ave. Loveland, CO 80537 | 153% | \$809,743 \$319,690 | 45 | Commercial cleaning and building maintenance. | 970-800-3801 www.TotalFacilityCare.com | Pete Gazlay president 2010 |
| 5 | Express Employment Professionals 2711 W. 10th St. Greeley, CO 80634 | 118% | \$1,465,119 \$672,399 | 1,000,000 | Full-time and temporary staffing and job placement, human-resource services and consulting. | 970-353-8430 www.expresspros.com | Tami Inskeep Jason Inskeep owners 1971 |
| 6 | Aggie Plumbing & Service Inc. 1739 Rolling Gate Road Fort Collins, CO 80526 | 118% | \$2,330,000 \$1,071,000 | 18 | Plumbing contractor, new residential construction, new commercial construction and plumbing service. Commercial tenant finish. Residential additions and remodel. Water heater replacement. | 970-226-9979 www.aggieplumbing.com | Craig Unter Melissa Unter president vice president 2005 |
| 7 | Mantooth Marketing Co. LLC 8334 Coeur D'Alene Drive Fort Collins, CO 80525 | 83% | \$1,450,000 \$790,600 | 11 | Full-service marketing, social-media, design and event-planning company. | 970-663-1888 www.mantoothcompany.com | Connie Hanrahan CEO/president 1995 |
| 8 | A-Train Marketing Communications Inc. 125 S. Howes St., Suite 502 Fort Collins, CO 80521 | 58% | \$1,743,000 \$1,100,000 | 10 | Branding, research, strategic planning, print materials, websites, digital campaigns, video and nonprofit marketing. | 970-419-3218 www.etrainmarketing.com | Gretchen Gaede president 1998 |
| 9 | Denali Roofing LLC 2310 E. 13th St. Loveland, CO 80537 | 47% | \$2,200,000 \$1,500,000 | 7 | Roofing contractor, installation, repair and inspection of all types of roofs. Serving industrial, commercial, residential, multi-family, retail, educational and religious properties. | 970-660-4417 www.denaliroofs.com | Katrina Fenzi CEO 2009 |
| 10 | Oglesby Design LLC 123 N. College Ave., No. 390 Fort Collins, CO 80524 | 44% | \$836,221 \$579,133 | 10 | Commercial and residential architectural interior design with an emphasis on hospitality and corporate office design. | 970-416-8829 www.oglesby-design.com | Dawn Oglesby president 2004 |
| 11 | Raw Urth Designs 1313 Blue Spruce Drive, Studio B Fort Collins, CO 80524 | 39% | \$1,414,072 \$1,016,950 | 15 | Boutique metal shop specializing in handcrafted range hoods, counters, fire place surrounds and all things metal in steel, copper, zinc, pewter, brass and bronze with specialty patina finishes. | 970-484-8851 www.rawurth.com | Amy Sasick CEO 2005 |
| 12 | Claire's On the Park 225 Park Lane Estes Park, CO 80517 | 38% | \$1,301,000 \$940,000 | 30 | Restaurant, banquets, breakfast, lunch, dinner, full bar. Bacon bloody Mary's, eggs Benedict, baby back ribs, pulled pork and beef. Overlooking Rocky Mountain National Park. | 970-586-9564 www.clairesonthepark.net | Ryan Banker manager 1987 |
| 13 | Colorado Civil Group Inc. 1413 W. 29th St. Loveland, CO 80538 | 34% | \$825,700 \$615,700 | 7 | Civil engineering, municipal engineering, land development design, roadway design, potable and raw water system design, sewer system design, storm drainage modeling and design, master planning, GIS. | 970-278-0029 www.ccginc.us | Dave Lindsay president 2007 |
| 14 | Aesthetic Flooring 4350 Hwy 66 Longmont, CO 80504 | 33% | \$2,000,000 \$1,500,000 | 10 | Carpet, vinyl, tile, hardwood, laminate, LVP, concrete polishing and staining, epoxy flooring. Full retail showroom and installation for both residential and commercial customers. | 970-535-0461 aestheticflooring.com | Aleana Kincade 2005 |
| 15 | Diesel Services of Northern Colorado 1828 E. Mulberry St., Unit D Fort Collins, CO 80524 | 29% | \$2,200,000 \$1,700,000 | 16 | Repair and service for all trucks, tractors, trailers, fleets, forklifts, earth movers, compressors, generators, cranes, booms and mobile repair service. | 970-221-9280 www.dsnc.biz | Marybeth Snyder owner/manager 1998 |
| 16 | Weld County Bi-Products Inc. 1138 N. 11th Ave. Greeley, CO 80631 | 25% | \$2,059,448 \$1,644,021 | 13 | Ground beef for pet food, hides and offal. | 970-352-1788 N/A | Lonna Ulrich CFO 1965 |
| 17 | High Mark Manufacturing Inc. 4940 Weld County Road 46 Johnstown, CO 80534 | 22% | \$888,000 \$726,000 | 4 | Commercial laundry fixtures and furnishings. | 970-587-9044 www.highmarkmanufacturing.com | Pete Valconesi president 2002 |
| 18 | Rebound Sports & Physical Therapy 295 E. 29th St., Suite 10 Loveland, CO 80538 | 18% | \$1,888,000 \$1,603,000 | 35 | Outpatient orthopedic physical therapy, therapeutic massage and athletic training services. Sports specific screenings. | 970-663-6142 www.reboundsportspt.com | Brad Ott Casey Robinson president general manager 1997 |
| 19 | G & N Construction 628 First Ave. Ault, CO 80610 | 13% | \$1,800,000 \$1,600,000 | 6 | General contracting, pre-engineered metal buildings and general construction serving the commercial and agricultural sector. | 970-834-0382 N/A | Gary White president 1996 |
| 20 | Action Plumbing and Heating Inc. 201 12th St. S.W. Loveland, CO 80537 | 2% | \$2,087,578 \$2,046,120 | 12 | Install service and repair for residential and commercial plumbing, hydronic heating sales and service, drain cleaning, repair/replacement of sewer lines. | 970-669-6093 www.actionplumbingandheating.com | Dick Zastrow owner 1993 |

Flight V: \$110,000 – \$809,000



JONATHAN CASTNER/FOR BIZWEST

Clinician Rachael Coffren works with Kaila Nassar, 8, on art therapy at Heart-Centered Counseling in Fort Collins. Therapists there work with children, teens, adults, couples and families.

Heart-Centered Counseling has wide range of care

BY ELIZABETH GOLD

Carl Nassar credits the success of Heart-Centered Counseling in Fort Collins to a number of things, but mostly its plan to create a therapeutic environment that could be as many things as possible to as many people as possible.

The result of his wish is the bringing together of 11 therapists who cover a wide range of specialties, are available to fit a variety of schedules and accept a broad selection of insurance.

"People value having one place to go to have their mental health needs met," said Nassar, Heart-Centered Counseling's director. "I want our success rate to be 100 percent in providing a high level of reliable care."

The expertise at Heart-Centered Counseling includes therapists with experience working with children,

MERCURY
100

teens, adults, couples and families. In addition to being able to offer a variety of modalities, having a lot of therapists available allows the center to be able to see clients quickly. The time it takes to meet with someone for the initial session ranges from one day to one week.

About 220 clients are seen weekly.

Another success strategy that has boosted Heart-Centered Counseling has been that it partnered with family practice and internal medicine at University of Colorado Health.

"We work closely with them to meet the mental-health needs of their clients," Nassar said. "With

the Affordable Care Act, they are being asked to provide mental-health assistance, and it was hard for doctors there to be able to refer clients."

To round out its services, University of Colorado Health has a care compact with Heart-Centered Counseling. Unlike a contract, it is what Nassar called "a memorandum of understanding, recognizing us as the mental-health facility they like to refer their clients to."

Nassar started Heart-Centered Counseling as his private practice and maintained the name as he added more therapists to the organization. Revenue was \$150,000 in 2012 but grew to \$200,000 in 2013 and \$400,000 in 2014.

The numbers put Heart-Centered Counseling at a 100 percent one-year revenue growth and 166.667 percent for two years.

"When I was in private practice, the largest way to draw clients was through word-of-mouth and having

an Internet presence," Nassar said. "As we have grown, that's shifted into becoming more of a community member and building relationships and allegiance that way, which is a lot more than being found on a Google search engine."

Other partnerships Heart-Centered Counseling has in the community include doctor's offices and the school district.

"The mental health landscape is changing quickly," Nassar said. "The SIM grant, for example, is bringing a lot of money to integrate mental health together with physical health."

The State Innovation Models (SIM) Initiative provides financial and technical support to states for the development of state-led multi-payer health-care payment and service delivery models.

"One of my goals," Nassar said, "is to work more closely with doctors and integrate our care with theirs."

BIZWEST LIST

Mercury 100 Fastest-Growing Private Companies Flight V - Northern Colorado

Companies with 2014 revenue between \$110,000 and \$809,000

| RANK | Company name | 2-year revenue growth | Revenue 2014 Revenue 2012 | Number of employees | Products/Services | Phone Website | Person in charge Title Year founded |
|------|--|-----------------------|------------------------------|---------------------|---|---|---|
| 1 | MenuTrinfo LLC 155 N. College Ave., Suite 200 Fort Collins, CO 80524 | 365% | \$465,000 \$100,000 | 10 | Nutritional information and restaurant allergen training. | 970-295-4370 www.MenuTrinfo.com | Betsy Craig CEO 2010 |
| 2 | Heart Centered Counseling 109 W. Olive St. Fort Collins, CO 80524 | 167% | \$400,000 \$150,000 | 10 | Professional counseling (individual, marital, couples, child, family) with immediate availability, all major insurances accepted, Medicaid and Medicare accepted, covering all areas of mental health. | 970-498-0709 heartcenteredcounselors.com, carlscounseling.com | Carl Nassar director 1997 |
| 3 | TLC Employer Services 201 S. College Ave., Suite 215 Fort Collins, CO 80524 | 109% | \$803,000 \$385,000 | 13 | Payroll, time clock and employee benefit services for any size business. | 970-568-8613 www.mytlcteam.com | Kevin Welch president/CEO 2010 |
| 4 | A Through Z Computing 1008 Pinnacle Place Fort Collins, CO 80525 | 106% | \$716,603 \$348,233 | 3 | Full service IT department for small and medium businesses. Servers, computers, laptops, smartphones, wireless and wired networking, cloud offerings, software installs and maintenance. | 970-204-4778 www.athroughzcomputing.com | Jim Jenson owner 2004 |
| 5 | Mack Web 204 Walnut St., Suite D Fort Collins, CO 80524 | 98% | \$495,000 \$250,000 | 11 | An online community and brand building company. Develops and executes measurable integrated marketing strategies. | 970-377-2358 www.mackwebsolutions.com | Mackenzie Fogelson founder/CEO 2003 |
| 6 | Washburn Land Surveying 4025 Automation Way, Suite C4 Fort Collins, CO 80525 | 89% | \$633,000 \$334,500 | 7 | Professional land surveying services. | 970-232-9645 www.washburnsurveying.com | Chad Washburn president 2010 |
| 7 | DPCS LLC 1004 W 31st St. Loveland, CO 80538 | 74% | \$473,399 \$271,378 | 5 | Systems Integrator, Value Added Reseller (VAR), B2B technology support services, network infrastructure services, network design and installation, wiring, workstations, servers, data cabling. | 970-818-7657 www.dpcs.co | Dan Spanel CEO 2010 |
| 8 | Healthy Addictions 1281 E. Magnolia St., Unit D-232 Fort Collins, CO 80524 | 49% | \$558,734 \$374,087 | 5 | Wholesale snack food distribution specializing in healthier options. | 970-472-1883 www.healthyaddictions.net | Kim Cunningham manager 2007 |
| 9 | A-Z Safety Supply 1554 Riverside Ave. Fort Collins, CO 80524 | 38% | \$789,357 \$572,834 | 6 | Safety supplies, first aid products, fire extinguisher sales and service. | 970-482-9930 www.azsafety.com | Joseph Ricciardi owner 1998 |
| 10 | Mueller & Associates CPA LLC 762 W. Eisenhower Blvd. Loveland, CO 80537 | 36% | \$769,585 \$563,847 | 6 | Oil and gas; business tax planning; QuickBooks setup, training and support; merger and acquisition; entity selection; tax elections; enterprise zone tax analysis; advanced philanthropic tax planning. | 970-667-1070 www.mueller-cpa.com | Paul Mueller managing director 2008 |
| 11 | Mountain Wealth Management, LLC 515 S. Howes St. Fort Collins, CO 80521 | 35% | \$207,454 \$153,325 | 4 | Financial planning and wealth management; business, individual and family comprehensive financial planning. | 970-530-1018 www.mountainwealth.com | Sigrid Daugaard, CFP certified financial planner 2002 |
| 12 | The Fine Art and Frame Co. 119 W. Oak St. Fort Collins, CO 80524 | 34% | \$351,352 \$263,003 | 5 | Providing fine art, limited editions, posters, custom framing, mirrors and art consulting to corporations, residential, medical facilities and hospitality. | 970-490-1001 www.thefineartandframecompany.com | Wendy Foster proprietor 1992 |
| 13 | Sound Investments 5980 W. 26th St. Greeley, CO 80634 | 32% | \$190,000 \$144,156 | 1 | Custom designer and builder of home audio, video, theater and media room, home automation. Supply and install all equipment for all audio/video needs. | 970-302-1447 www.soundinvestmentsco.com | Randy Revak owner 1999 |
| 14 | Jet Marketing LLC 1929 W. County Road 56 Fort Collins, CO 80524 | 31% | \$668,000 \$511,000 | 4 | Full-service marketing agency. | 970-218-4797 www.jetmarketing.net | Jackie O'Hara owner/account executive 2009 |
| 15 | AgTown Technologies 800 Eighth Ave., Suite 321 Greeley, CO 80631 | 28% | \$448,788 \$349,471 | 5 | Using technology to create new technology. Online and traditional marketing. | 970-353-6227 www.agtown.com | Matt Furister CEO 1999 |
| 16 | Kraft Livestock LLC 3200 N. Giddings Road Fort Collins, CO 80524 | 18% | \$500,000 \$425,000 | 5 | Custom cattle feeding, silage sales. | 970-218-6242 N/A | Bob Kraft owner 1944 |
| 17 | Carter's Creative Catering 808 W. 35th St. Loveland, CO 80538 | 17% | \$263,186 \$225,854 | 2 | Products and services designed to match food and style of service to the occasion. | 970-612-0234 www.carterscreativecatering.com | Eric Carter Holly Carter co-owners 2007 |
| 18 | OpenStage Theatre & Company Inc. P.O. Box 617 Fort Collins, CO 80522 | 12% | \$466,803 \$416,797 | 2 | Live theater. | 970-484-5237 www.openstage.com | Denise Freestone producing artistic director 1973 |
| 19 | Concepts Unlimited 2913 Saratoga Trail Frederick, CO 80516 | 10% | \$110,000 \$100,000 | 3 | Advertising agency/graphic design. Publisher of independent books. Designer of websites, collateral materials, corporate ID, and direct mail/email. Specialties: high tech, education, and non-profit. | 303-918-9416 www.conceptsunlimitedinc.com | Pam McKinnie CEO 1982 |
| 20 | Leave A Legacy Inc. 1827 E. Harmony Road Fort Collins, CO 80528 | 3% | \$170,000 \$164,700 | 2 | Transforming old media like photos, videos, film and audio into digital creations. | 970-226-0102 www.leavealegacytoday.com | Marsha Knackstedt president 2006 |

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HENSEL PHELPS from 4

tions in the economy. When one of the sectors isn't as strong as the other, it doesn't impact us a great deal on our growth."

The company is projecting nationwide revenue of \$3.3 billion in 2015, \$400 million of that in Colorado alone.

"I think our growth locally is really a byproduct of the market in Colorado. It is great. We have been here a long time. It is really building those long-term client relationships. When the economy gets better and those relationships come to bear, that's when construction comes again," he said. "It is maintaining those relationships through our career and our cli-

ents' careers and building upon those relationships."

The company employs 2,100 people nationwide, about 350 of them in Colorado.

Hensel Phelps doesn't do in-house design. It works with architects and engineers to help it with its designs. It instead focuses on construction management and general contracting. Over the past five years the company also has added facilities management to its list of services.

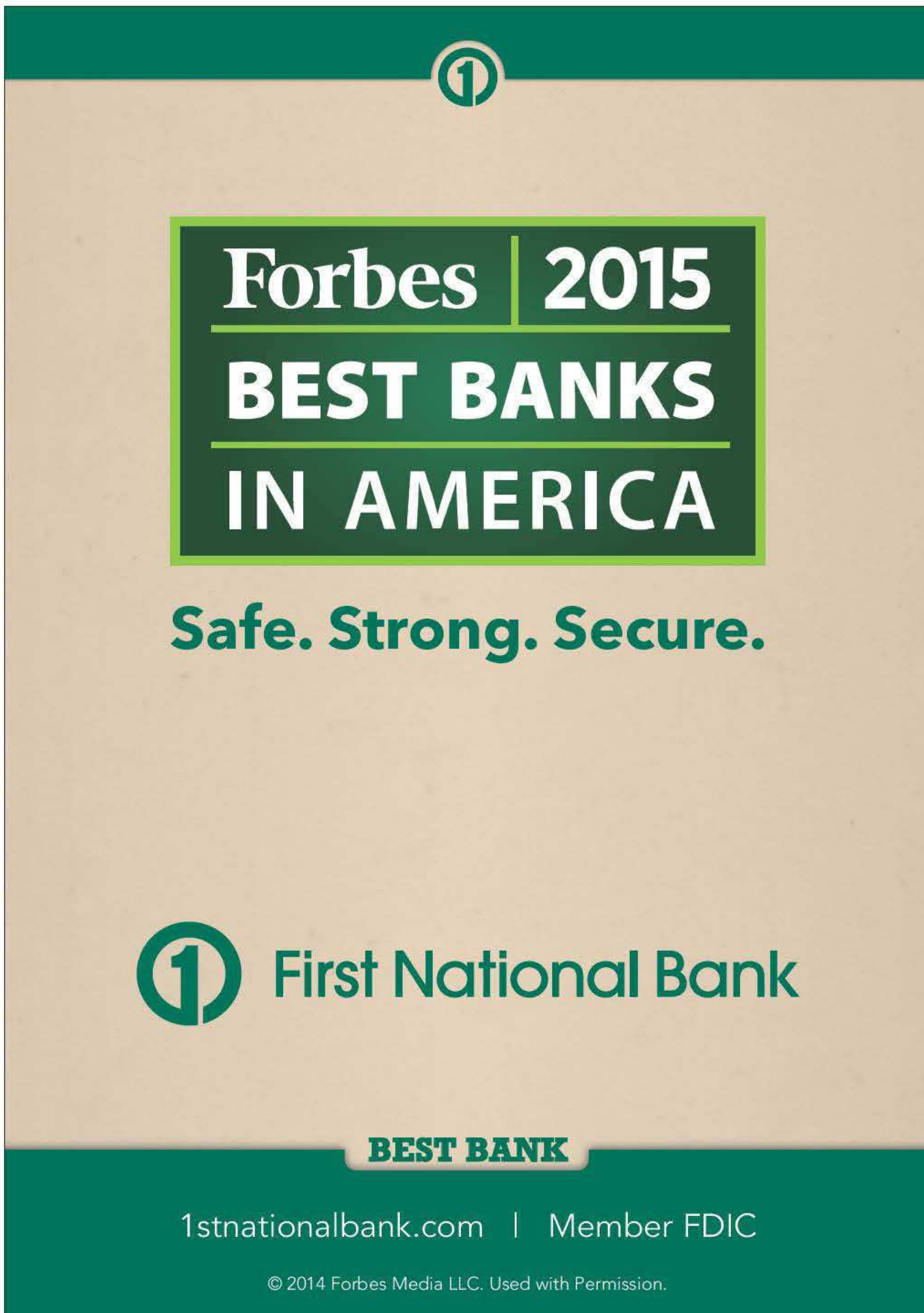
Instead of just building a project and handing the keys to the owner, the company can stay and manage the building for from one to 20 years, he said.

The rise of technology has helped make Hensel Phelps more efficient in managing projects. The biggest problem affecting the construction industry is finding a good and skilled workforce.

"That is a challenge for us in our industry to continue to grow that work pool," Bliesmer said.

Hensel Phelps and other contractors invest a lot of time speaking to high school students and trade schools to get them interested in becoming carpenters, masons, plumbers and electricians.

"That's the limiting factor within our industry now on what can be accomplished," Bliesmer said. "It will be a factor in the cost of construction. We are seeing it now and it will continue from time to come."



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ALEPH from 8

object that can fit on its platform. Aleph's largest machine, the LulzBot TAZ, can print a 3-D model that is 12 inches cubed. The LulzBot Mini 3-D Printer prints 3-D models that are 6 inches cubed.

"The goal of the company from day one was advancing free software and open-source hardware," said Kenny. "When we say free, we mean Libre, like free speech, versus gratis or zero price. That is the goal of the company, and because of what is going on in the Libre and 3-D printing community, it was a great way to get started."

The company has future product lines in mind but for now is focused on 3-D printing.

"We are fiercely committed to respecting user freedom and offering consumers (information) so they have the total ability to understand how it works, make models and share with other people," Kenny said. "People are really interested in technology like that."

Many companies are using

3-D printers to prototype designs before injection molds are made. That is the biggest use for Aleph's machines. Aleph is proud to use its own printers to make parts for its line of 3-D printers, Kenny said.

Depending on the model, 30 to 40 3-D parts are printed on Aleph's machines.

People are only limited by their imagination when using a 3-D printer. Aleph has clients that manufacture customized prosthetic hands on its machines and others that are designing cars, tractors and household electronics, "the things that make modern life possible," he said.

"We're just getting started," he added. "This is the very early days. There is a lot of room to grow still."

He credits the company's fast growth to a great team of employees.

"We spend a lot of time making sure that what we are doing today will make sense at double or triple the size," Kenny said. "We are trying to prepare for that growth."

CORKAT from 10

take about six months – not an appealing fact from a sales perspective but a powerful fact from the perspective of gaining a long-term customer.

One of the benefits of using CorKat is that clients only pay for what they need because the business model is subscription based. Subscriptions range from \$50 a month to more than \$10,000.

CorKat currently has about 160 clients.

"I want all of the people who work for me to focus on being a partner that can help companies do better in their business," Grundy said. "An advantage we offer is that rather than (clients) having to buy new servers every three to five years, we put them on a Mercedes-level server."

Initially CorKat focused on IT clients and geared its message to people who understood how their services helped. A recent switch has been to simplify how it presents its work and broaden the market to include more nontechnical clients.

"They don't need to know how we do what we do – just how what we do will help them," Grundy said.

CorKat has changed its tagline to reflect that sentiment: "We bring enterprise-level technology to main-street America."

CorKat's revenue grew from \$268,973 in 2012 to \$513,251 in 2013 and \$913,315 in 2014. The numbers put its one-year revenue growth at 77.947 percent and two-year growth at 239.556 percent.

"With this new initiative, we expect to grow even faster," Grundy said.

dy said. "Our last two months are 250 to 300 percent over our goal of 40 to 50 percent."

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