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Fastest-Growing Private Companies

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New businesses top the list of fastest-growing firms

By Steve Porter

The Business Report

Four of the five fastest-growing local companies on *The Business Report's* "Fastest Growing Private Companies" list for 2001 are relative newcomers to the business world and the fifth is an eight-year-old Windsor-based firm that's seeing its revenues go into orbit.

And unlike last year — when software and other high-tech companies dominated the list's Top 10 spots — this year that group is much more diverse, even including a bank and a precast concrete manufacturer.

Top finishers on the list were honored at the Lincoln Center on May 15 during the second annual Mercury 100 Awards, sponsored by Engineering Computer Consultants, Inc. and *The Northern Colorado Business Report*. Other sponsors included Centerra and Alliance Construction Solutions.

Wowing the competition this year is a steadily-rising star in local real estate development, Loveland-based

McWhinney Enterprises. Founded in 1995, the company reported a whopping 309 percent increase in revenue between 1999 and 2000. That jump in revenue earned it the title of "Fastest-Growing Private Company" for 2001 (see story page 4B).

Developers of Centerra, a high-profile, mixed-use development project at the intersection of Interstate 25 and U.S. Highway 34 east of Loveland,



STEVE PORTER • BUSINESS REPORT

FAST GROWING BANK — Larry Seastrom, president of New Frontier Bank in Greeley, attributes a 242 percent growth rate last year to a good location, experienced employees and a generally strong local economy. New Frontier Bank, which posted a four-fold increase in revenues in 2000, finished third on this year's "Fastest Growing Private Companies" list.

McWhinney Enterprises increased its revenue from \$6.3 million in 1999 to almost \$26 million in 2000.

Coming in second on this year's list is Premier Manufacturing and Supply Chain, a Longmont-based printed circuit board manufacturer. Premier reported a 283 percent hike in its revenues from the \$306,000 it collected in its first year of operation in 1999 to \$1.2 million taken in the following year.

Finishing third on the "Fastest Growing" list is New Frontier Bank, a Greeley-based bank founded in 1998. New Frontier posted a 242 percent earnings increase between 1999 and 2000 and increased its workforce seven-fold, from 7 to 49 employees.

Larry Seastrom, New Frontier president, credited the strong local economy as one reason why the bank had a spectacular year in 2000.

"More than anything we're lucky to live and work where we do," he said. "This economy makes us look smarter than we are."

Seastrom credited a good location, knowledgeable employees and broad-based local ownership as other factors in the bank's success.

"That's fueled our growth beyond our wildest expectations," he said.

Fourth place belongs to Encorp, Inc., a Windsor-based company that designs, develops and manufactures devices that help connect businesses to the power grid and avoid power outages.

Encorp, founded in 1993, reported a 212 percent revenue jump and increased its workforce from 19 to 70 between 1999 and 2000.

Rocky Mountain Wireless takes fifth place on the list, reporting a 208 percent revenue increase. The Fort Collins-based wireless distribution company provides services to nine states and is Colorado's largest Nextel authorized representative.

Founded in 1997, Rocky Mountain Wireless reported \$2.6 million in revenue in 1999 and \$8 million in 2000.

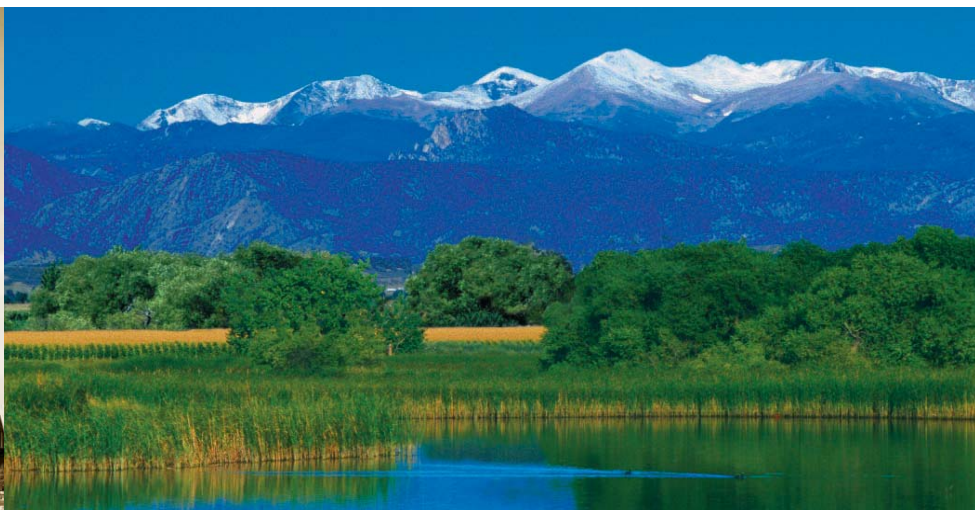
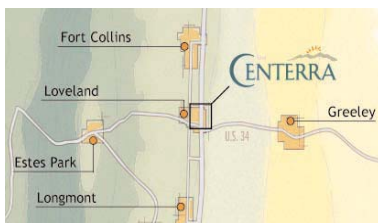
Sixth on the list is Terra Soft Solutions, a Loveland-based consulting company that reported a 171 percent revenue increase. Founded in 1999, Terra Soft increased its workforce five-fold and its revenues from \$140,000 to \$380,000.

Coming in seventh is Colorado

See FASTEST, 13B

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FASTEST-GROWING PRIVATE COMPANIES Part I

(Locally based, ranked by revenue growth)

Last year's rank	COMPANY Address Phone/Fax	REVENUES 2000 REVENUES 1999 PERCENT CHANGE	2000 EMPLOYEES LOCAL/WORLDWIDE 1999 EMPLOYEES LOCAL/WORLDWIDE NO. OF LOCATIONS IN REGION	PRODUCTS	E-MAIL WEB SITE	PERSON IN CHARGE FISCAL YEAR END YEAR FOUNDED
NR 1	MCWHINNEY ENTERPRISES 5200 Hahns Peak Drive, Unit 130 Fort Collins, CO 80538 (970)962-9990/(970)635-3003	\$25,982,146 \$6,347,161 309.35%	50/N/A 42/N/A N/A	Land development company, responsible for Centerra in Loveland, and several hotels/restaurants in Garden Grove, Calif.	kerrilyno@mcwhinney.com www.rcenterracolorado.com	Chad McWhinney 1995
NR 2	PREMIER MANUFACTURING & SUPPLY CHAIN SERVICES 1551 S. Sunset St., Suite D Longmont, CO 80501 (303)776-4145/(303)776-2957	\$1,171,289 \$305,904 282.89%	15/N/A N/A/N/A 1	Printed circuit board assembly: BGA SMT, fine pitch assembly.	edmondedj@aol.com www.pmscs.com	Edmond Johnson/Philip Robertson Dec. 31 1999
NR 3	NEW FRONTIER BANK 2425 35th Ave. Greeley, CO 80634 (970)339-5100/(970)339-5200	\$9,771,000 \$2,856,000 242.12%	49/N/A 7/N/A 1	Full-service commercial bank.	sfroggatte@newfrontierbank.com www.newfrontierbank.com	Larry Seastrom Dec. 31 1998
NR 4	ENCORP INC. 621 Innovation Circle Windsor, CO 80550 (970)686-2017/(970)686-9416	\$10,600,000 \$3,400,000 211.76%	70/75 19/20 2	Designs, develops and manufactures communication, control and grid-interconnection products and services for the global markets.	sales@encorp.com www.encorp.com	Mike Adams Dec. 31 1993
NR 5	ROCKY MOUNTAIN WIRELESS 760 Whalers Way, Bldg. B, Suite 100-102 Fort Collins, CO 80525 (970)267-9900/(970)267-3003	\$8,000,000 \$2,600,000 207.69%	34/74 20/20 4	Wireless distribution company providing service to nine states; Colorado's largest Nextel Authorized Representative.	charles@rockymountainwireless.com www.rockymountainwireless.com	Charles Oster Dec. 31 1997
NR 6	TERRA SOFT SOLUTIONS INC. 117 W. Second St. Loveland, CO 80537 (970)278-9243/(707)988-7982	\$380,000 \$140,000 171.43%	10/N/A 2/N/A 1	Consulting.	kstaats@terrasoftsolutions.com www.terrasoftsolutions.com	Kai Staats Dec. 31 1999
69 7	COLORADO PRECAST CONCRETE INC. 1820 14th St. S.E. Loveland, CO 80537-8805 (970)669-0535/(970)669-0674	\$13,000,000 \$5,000,000 160.00%	48/N/A 45/N/A 1	Precast concrete products, including small buildings.	cindy@coloprecast.com www.coloprecast.com	Cindy Buckard/ Scott Hayward Oct. 31 1975
NR 8	MEDIATECH PRODUCTIONS 1630 S. College Ave., Suite 2B Fort Collins, CO 80525 (970)224-5911/(970)472-0753	\$800,000 \$310,000 158.06%	6/N/A 2/N/A 1	Various multimedia, software, video production, TV commercials, TV shows, video streaming for education.	maury@mediatechproductions.com www.mediatechproductions.com	Maury Willman Dec. 31 1994
19 9	FACILITY SOLUTIONS 275 S. Main St., Suite 206 Longmont, CO 80501 (303)684-9085/(303)684-9082	\$1,000,000 \$400,000 150.00%	12/N/A 6/N/A 1	Project constructions and management; space planning and interior design.	cbruce@facility-solutions.com N/A	Connie Bruce Dec. 31 1997
27 10	STRATOTECH CORP. 5441 Boeing Drive, Suite 1B Loveland, CO 80538 (970)635-0205/(970)635-0635	\$2,777,838 \$1,161,246 139.21%	8/N/A 6/N/A 1	Full range of flexible lean manufacturing strategies; industrial-engineering software tools, clean technology products.	info@stratotech.com www.stratotech.com	Warren Siemers Dec. 31 1996
4 11	3T SYSTEMS 421 Main St. Windsor, CO 80550 (800)443-7404/(303)790-9784	\$3,076,671 \$1,305,198 135.72%	42/44 6/0 2	Software development, system integration.	espeir@3tsystems.com www.3tsystems.com	Eddie Speir Dec. 31 1984
NR 12	PARKSIDE HOMES P.O. Box 272349 Fort Collins, CO 80527 (970)407-9551/(970)407-9662	\$18,186,000 \$7,750,000 134.66%	11/N/A 8/N/A 5	Home builder; multi-family, single family	matt@parksidehomes.net www.parksidehomes.net	Matt Deal/Scott McDonald Dec. 31 1996
NR 13	OPTIMIZATION RESOURCES INC. 117 E. Mountain Ave., #205 Fort Collins, CO 80524 (970)484-0841/(970)484-0965	\$1,100,000 \$500,000 120.00%	20/N/A N/A/N/A 1	Custom software development/design service including ERP, CMMS, EAM and wireless solutions.	info@optimiz.com www.optimiz.com	Scott Kunze Dec. 31 1991
59 14	RLE TECHNOLOGIES 208 Commerce Drive, Unit MS/3C Fort Collins, CO 80524 (970)484-6510/(970)484-6650	\$3,546,143 \$1,659,000 113.75%	23/23 7/N/A 1	Electronic assembly, research and development, industrial control equipment, leak detection, monitoring and instrumentation.	sales@rletech.com www.rletech.com	Donald A. Raymond Dec. 31 1984
NR 15	TRAVEL NETWORK 7960 Niwot Road, Suite B7 Longmont, CO 80503 (303)652-8387/(303)652-2053	\$9,535,000 \$4,600,000 107.28%	19/N/A N/A/N/A 1	Travel-management company; specialize in servicing corporate accounts, independent travel agents & corporate on-sites.	info@travelnetworking.com www.travelnetworking.com	Emily Bell Dec. 31 1998
NR 16	PENA SYSTEMS INC. 1801 Sunset Place Longmont, CO 80502 (303)684-6711/(303)684-6762	\$2,574,000 \$1,265,000 103.48%	27/27 15/15 N/A	Pena develops industrial-strength software products and utilities that interface with high-tech devices and biomedical machines.	BPierce@penasys.com www.penasys.com	Margaret Estabrooks Dec. 31 1996
46 17	ST. VRAIN MANUFACTURING 1821 Boston Ave. Longmont, CO 80501 (303)702-1529/(303)702-1534	\$1,200,000 \$600,000 100.00%	8/N/A N/A/N/A	Prototype and short-run production precision machining.	N/A N/A	Bob Bergstrom N/A 1995
NR 18	THE RIGHT MOVE INC. 2649 E. Mulberry, Suite 5 Fort Collins, CO 80524 (970)221-3377/(970)484-8111	\$2,450,000 \$1,237,000 98.06%	100/N/A 10/N/A 3	Office-moving and residential relocation.	info@rightmoveinc.com N/A	Laura Arbury Dec. 31 1988
NR 19	BYERS INDUSTRIES INC. 810 S. Sherman St. Longmont, CO 80501 (303)678-7952/(303)678-8948	\$2,250,000 \$1,250,000 80.00%	15/N/A N/A/N/A	Custom molded plastic parts.	N/A N/A	Harold Byers N/A 1976
NR 20	ACCESS COMPUTER PRODUCTS INC. 315 Lincoln Court Fort Collins, CO 80525 (970)224-2930/N/A	\$2,804,000 \$1,579,000 77.58%	31/34 7/9 2	Buys and sells empty printer cartridges, remanufactures laser, inkjet and copier cartridges.	access@accessftc.com N/A	Joseph P. Goodell N/A 1983
47 21	ENGINEERING COMPUTER CONSULTANTS INC. 5832 S. College Ave., Suite C Fort Collins, CO 80525 (970)229-5888/(970)229-5895	\$4,269,152 \$2,500,000 70.77%	22/N/A 9/N/A 1	Computers/system integration, customization, database, workflow software development; installation/training/networking.	ecc@engcc.com www.engcc.com	Tim Reeser/ Tony English Dec. 31 1994
22 22	EXODUS MOVING & STORAGE 113 Hickory St. Fort Collins, CO 80524 (970)472-8988/(970)484-4388	\$1,310,000 \$770,000 70.13%	26/N/A 11/N/A 1	Moving & packing, storage in climate-control warehouse, boxes-new used, plastic box rental.	N/A www.exodusmoving.com	Ilan Levy Dec. 31 1996
44 23	LEED FABRICATION SERVICES INC. 12535 Weld County Road 2 Brighton, CO 80601 (303)659-6801/(303)659-6808	\$5,962,128 \$3,530,000 68.90%	75/N/A 25/N/A 1	Steel fabrication: tanks, enclosures, oilfield production equipment, roustabout/construction services, Field welding/pipe services.	info@leedfab.com www.leedfab.com	Patrick Daniel Dec. 31 1981
NR 24	MAYO INDUSTRIES INC. 250 Commerce Drive Berthoud, CO 80513 (970)532-0600/(970)532-1101	\$7,000,000 \$4,200,000 66.67%	115/N/A 50/N/A 1	Metal fabrication, pipeline construction and retail metal sales, utility work.	mayoweld@aol.com www.mayoandmayo.com	Mike Mayo Dec. 31 1986
NR 25	VALLEY FORD 600 S. Main St. Longmont, CO 80501 (303)776-2861/(303)776-1545	\$36,000,000 \$22,000,000 63.64%	N/A/N/A N/A/N/A	Full-service auto dealership: sales and service of new and used cars and trucks; mechanical and body repairs; parts sales.	doug@weibeltech.com www.fordintercars.com	Doug Weibel N/A 1999

Note: Region includes Larimer and Weld counties, Longmont and Brighton in Colorado; Albany and Laramie counties in Wyoming.

List includes region-based companies that posted 1999 revenues of \$100,000 or more.

List based on companies that responded to survey.

Companies ranked first by percent change, second by number of local employees in 2000.

N/A — Not available

NR — Not previously ranked

SOURCE: BUSINESS REPORT SURVEY
RESEARCHED BY SONOKO BAYES AND DAN FEIVSON

McWhinney growth tops Mercury list

By Tom Hacker
The Business Report

LOVELAND — McWhinney Berries had no "Inc." or "Co." or "Corp." attached to its name when it opened on a Southern California roadside in the middle 1980s.

Chad and Troy McWhinney, then in junior high school, hawked berries produced by a farmer who leased Orange County fields owned by the McWhinney family. The youngsters sold the strawberries from a makeshift stall on Beach Boulevard, one of the region's busiest thoroughfares.

"It didn't take long to realize that we could make more money selling strawberries than we could doing chores around the house," Chad McWhinney said. "We got \$20 a week for our chores, and could make \$300 a week selling strawberries."

Two other McWhinney brothers saw the light and enlisted. By 1991, McWhinney Berries peaked, operating 28 stands that employed 75 people and churning out more than \$1 million in sales during a four-month season.

Chad was 19, Troy 17.

A decade later, the brothers have done with land development what they did with California strawberries.

McWhinney Enterprises, the development company that has turned 3,000 acres of east Loveland farm fields into a



TOM HACKER • BUSINESS REPORT

MC-WINNING TEAM — The fast-growing McWhinney team, shown outside their Loveland headquarters, includes, standing from left, Jeane Berends, Cheryl Hollis, Kirsten McAuliffe, Kerrilyn O'Rourke, Nick Christensen, Troy McWhinney, Stacy Cox, Chad McWhinney, Pat Deines, Stephanie Canaday, Kathleen Cherroff and Steve Schroyer. Behind them, from left, are Chris LaPlante, Barb Schwab, Angie Hintz, Linette Kwan, Julia Crawmer, Carla Hawkins, Bob Blanchard, Rod Bryner and Jennifer Johnson. Dan Herlihey and Connie Reitmeier were not present.

master-planned project called Centerra, more than tripled its revenue during 2000, landing it at the top of the *Northern Colorado Business Report's* "Mercury 100" list of the region's fastest-growing businesses.

During the year, revenue climbed to within a few dollars of \$26 million, up

from \$6.3 million in 1999.

Centerra booms

The accomplishment has lots of components: Centerra boomed during 2000 with new retail, hospitality, housing and office projects. The Prime Outlets, the factory-store mall that for

years served as the core money-maker for the McWhinney business, continues to post lofty sales figures. A California arm of McWhinney Enterprises has completed work on three major hotel projects in Anaheim and Garden Grove.

See **MCWHINNEY, 12B**



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FASTEST-GROWING PRIVATE COMPANIES Part II

(Locally based, ranked by revenue growth)

Last year's rank	COMPANY Address Phone/Fax	REVENUES 2000 REVENUES 1999 PERCENT CHANGE	2000 EMPLOYEES LOCAL/WORLDWIDE 1999 EMPLOYEES LOCAL/WORLDWIDE NO. OF LOCATIONS IN REGION	PRODUCTS	E-MAIL WEB SITE	PERSON IN CHARGE FISCAL YEAR END YEAR FOUNDED
RANK	▼	▼	▼	▼	▼	▼
NR 26	AMERICAN PRIDE CO-OP 55 W. Bromley Lane Brighton, CO 80601 (303)659-1230/(303)659-8719	\$51,681,082 \$31,898,651 62.02%	160/N/A 120/N/A 5	Farm supplies, lawn and garden products, fertilizer, ag. chemicals and petroleum.	ampride@amnix.com www.ampride-coop.com	Al Shivley Oct. 31 1936
11 27	KIMBLE PRECISION INC. 418 S.E. Eighth St., Unit B11 Loveland, CO 80537-6447 (970)667-2778/(970)667-1232	\$1,831,140 \$1,140,000 60.63%	28/28 N/A/N/A 1	Machine shop specializes in prototyping, short-run production, fixturing, tooling & electro-mechanical assembly.	lkimble@kimble-precision.com www.kimble-precision.com	Larry Kimble Dec. 31 1993
NR 28	TECHNI GRAPHICS SYSTEMS INC. 2301 Research Blvd., Suite 101 Fort Collins, CO 80526-1825 (970)224-4996/(970)224-3001	\$4,000,000 \$2,500,000 60.00%	42/44 30/40 1	Visual information systems: database development, custom software, digital mapping, GIS, e-commerce.	sales@tgstech.com www.tgstech.com	Meisha Glazer Dec. 31 1981
82 29	MINER AND MINER, CONSULTING ENGINEERS INC. 4701 Royal Vista Circle Fort Collins, CO 80528 (970)223-1888/(970)223-5577	\$8,310,000 \$5,227,000 58.98%	90/N/A 48/48 2	AM/FM/GIS software for electrical/gas/water/wastewater utilities worldwide, software development and implementation.	info@miner.com www.miner.com	Jeff Meyers May 31 1946
10 30	DELTA CONSTRUCTION INC. 208 Racquette Drive Fort Collins, CO 80524 (970)498-8766/(970)498-8770	\$9,000,000 \$6,000,000 50.00%	26/N/A 22/N/A 2	Design/build commercial/industrial/office construction.	paul@deltaconstruction.com www.deltaconstruction.com	Paul Hoffman N/A 1975
12 31	LOPIANO'S CATERING/MAD RUSSIAN EVENTS CENTER 2100 Country Club Parkway Milliken, CO 80543 (970)587-5000/(970)587-2845	\$736,000 \$500,000 47.20%	15/N/A 9/N/A 1	Off- and on-premises catering service.	sandy@lopianos.com www.lopianos.com	Sandy Farnsworth/Bill Buckley Dec. 31 1989
NR 32	ENVIROTECH SERVICES INC. P.O. Box 338 Kersey, CO 80644 (970)352-8845/(970)352-0620	\$17,000,000 \$12,000,000 41.67%	25/27 20/26 1	Environmentally friendly liquid and dry de-icing material, liquid dust control and soil stabilization products.	envirotech@etsvcs.com www.etsvcs.com	Roger Knopf November 1989
10 33	GOLDEN TRIANGLE CONSTRUCTION 700 Weaver Park Road Longmont, CO 80501 (303)772-4051/(303)776-6525	\$51,048,000 \$36,162,000 41.16%	N/A/N/A N/A/N/A N/A	General contracting, office retail and office construction.	blaartz@gtc1.net N/A	Jeff Nading Dec. 31 1977
56 34	SHIPPER'S SUPPLY 405 Eighth St., S.E., Unit 5 Loveland, CO 80537 (970)663-2330/(970)663-1244	\$1,267,519 \$903,415 40.30%	11/N/A 11/N/A 1	Wholesale distribution and crating.	N/A	Jim and Sheree Lambert Dec. 31 1985
3 35	SPECIAL APPLICATION ROBOTICS INC. DBA S. A. ROBOTICS 418 Eighth St., S.E., Unit C-2 Loveland, CO 80537 (970)663-1431/(970)663-5898	\$2,100,000 \$1,500,000 40.00%	20/N/A 10/N/A 1	Engineering and prototype manufacturing.	sarobotics@aol.com www.sarobotics.com	Dan Johnson Dec. 31 1992
NR 36	SOFT TOUCH MANUFACTURING INC. 2054 14th St. SE Loveland, CO 80537 (970)669-2783/(970)669-4317	\$2,111,148 \$1,525,653 38.38%	19/N/A 15/N/A 1	Injection molding, moldmaking, assembly, design, prototypes and products development.	Steve@softtouchmfg.com www.softtouchmfg.com	Steve Tunesvick Dec. 31 1987
NR 37	LITTLE GUYS MOVERS 1324 N. College Ave. Fort Collins, CO 80524 (970)282-8300/(970)416-9801	\$2,200,000 \$1,600,000 37.50%	18/60+ 8/60+ 1	N/A	lgmsfc@verinet.com www.littleguys.com	Matt Whetstone Jan. 1 1992
1 38	ENSIGN POWER SYSTEMS INC. 510 E. Fifth St. Loveland, CO 80537-5679 (970)203-9255/(970)203-9322	\$1,503,801 \$1,094,480 37.40%	8/N/A 4/N/A 1	Custom power supply design and manufacturing.	sales@ensignpower.com www.ensignpower.com	Bill Harris Dec. 31 1995
17 39	CYTOMATION INC. 4850 Innovation Drive Fort Collins, CO 80525 (970)226-2200/(970)226-0107	\$20,600,000 \$15,000,000 37.33%	105/116 77/86 1	Bioinstrumentation and software for use in biomedical research, drug discovery, livestock sex selection, stem cell analysis, pre-natal genetics, and DNA diagnostics.	information@cytotation.com www.cytotation.com	Nigel M. Ferrey Dec. 31 1988
52 40	MADD CASTINGS INC. 110 Turner Ave. Berthoud, CO 80513 (970)532-4201/(970)532-5412	\$1,061,578 \$775,000 36.98%	18/N/A 13/N/A 1	Bronze sculptures.	mcastings@aol.com N/A	Robert "Moose" Gugelman Dec. 31 1997
42 41	WHEELER COMMERCIAL PROPERTY SERVICES LLC 1027 W. Horsetooth Road, Suite 200 Fort Collins, CO 80526 (970)225-9305/(970)225-9709	\$965,000 \$705,600 36.76%	11/N/A 3/N/A 1	Commercial real estate brokerage, development and investments.	mail@wheelercommercial.com www.wheelercommercial.com	Fred L. Croci Dec. 31 1995
7 42	MBI CORP. 3301 E. Prospect Road Fort Collins, CO 80525 (970)482-6244/(970)482-8336	\$12,300,000 \$9,000,000 36.67%	25/N/A 14/14 1	Design-build and commercial construction.	raju@mbi.com www.mbi.com	Raju Jairam Dec. 31 1987
NR 43	WOOD MASTERS ENTERPRISES LLC 1713 E. Lincoln Ave., Unit B-7 Fort Collins, CO 80524 (970)484-2016/(970)484-1076	\$700,000 \$525,000 33.33%	8/N/A 8/N/A 1	Custom cabinets, countertops and furniture.	stormeyBT@aol.com N/A	Brian Tormey Dec. 31 1989
64 44	SMI CREATIONS LTD. 1801 Airway Ave. Fort Collins, CO 80524 (970)221-3533/(970)221-4604	\$866,177 \$650,000 33.26%	8/N/A 9/N/A 1	Custom mug decorating and glassware for retail and corporate purposes.	smic@verinet.com www.smiccreations.com	Kirk Winkelmeier Dec. 31 1970
88 45	PICKETT ENGINEERING INC. 808 Eighth St. Plaza Greeley, CO 80631 (970)356-6362/(970)356-6486	\$1,010,000 \$778,000 29.82%	10/N/A 9/N/A 1	Land development, zoning, planning, engineering design, construction drawings, construction admin., water, sewer, stormwater, non-potable water and roads.	kpickett@pickettengineering.com N/A	Kris A. Pickett Dec. 31 1995
93 46	PROFESSIONAL AUTOMATION SERVICES INC. 1129 Arapahoe Ave. Berthoud, CO 80513 (303)494-1861/(970)532-0793	\$233,000 \$180,000 29.44%	3/N/A 3/N/A 1	Networking service, sales; software support, custom program Windows/DOS financial packages.	anderson@terapath.com www.proautomation.com	Brian Anderson Dec. 31 1985
38 47	FRONT RANGE INTERNET INC. 213 Linden St., Suite 200 Fort Collins, CO 80524 (970)212-0700/(970)224-3883	\$2,890,000 \$2,250,000 28.44%	32/N/A 20/N/A 1	Dial-up, DSL, hosting, business services, wireless, Web development/e-commerce, dedicated DS0 to DS3, gigabit ethernet.	info@frii.com www.frii.com	Bill Ward pres. Dec. 31 1995
NR 48	A BETTER ALTERNATIVE INC. 501 St. Vrain Lane, Suite 200 Estes Park, CO 80517 (970)586-3536/(970)586-5995	\$2,742,000 \$2,145,000 27.83%	N/A/N/A 275/N/A 1	Employment services	esteslaw@aol.com N/A	Gregg H. Coffman Dec. 31 1990
32 49	LANDMARK ENGINEERING LTD. 3521 W. Eisenhower Blvd. Loveland, CO 80537 (970)667-6286/(970)667-6298	\$3,650,000 \$2,862,000 27.53%	38/37 34/N/A 1	Land-development planning; civil, municipal and structural engineering; surveying geotechnical architecture and landscape architecture.	mail@lankmakltd.com N/A	Dale Olhausen Dec. 31 1969
33 50	CIRCUITS WEST INC. 1121 Colorado Ave. Longmont, CO 80502 (303)772-9261/(303)772-0490	\$1,925,000 \$1,512,000 27.31%	15/N/A 12/N/A 1	Pre-production, prototyping and small production runs of printed circuit boards; fabrication ranging from single-sided to multilayer technology.	circuits@ecentral.com N/A	Charles Anderson Dec. 31 1976

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RESEARCHED BY SONOKO BAYES AND DAN FEIVSON

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(Locally based, ranked by revenue growth)

Last year's rank	RANK	COMPANY Address Phone/Fax	REVENUES 2000 REVENUES 1999 PERCENT CHANGE	2000 EMPLOYEES LOCAL/WORLDWIDE 1999 EMPLOYEES LOCAL/WORLDWIDE NO. OF LOCATIONS IN REGION	PRODUCTS	E-MAIL WEB SITE	PERSON IN CHARGE FISCAL YEAR END YEAR FOUNDED
NR	51	DREXELL BARRELL & CO. 910 54th Ave., Suite 210 Greeley, CO 80634 (970) 351-0645/(970) 351-0665	\$1,641,300 \$1,290,000 27.23%	12/104 12/98 1	General civil engineering, land survey, construction survey boundary & topo., commercial and residential land development and water resources.	garyodehna@drexelbarrell.com www.drexelbarrell.com	Gary A. Odehna Dec. 31 1997
20	52	HARTFORD HOMES INC. 1218 W. Ash, Suite A Windsor, CO 80550 (970) 674-1109/(970) 674-0203	\$27,797,000 \$22,127,000 25.62%	29/N/A N/A/N/A 1	New-home development, commercial construction, custom homes.	hartford@frii.com www.hartfordco.com	Gary Hoover N/A 1997
94	53	BRIAN'S MOVING & STORAGE 825 E. 11th St. Loveland, CO 80527 (970) 669-3959/(970) 663-0151	\$925,000 \$737,000 25.51%	25/N/A 25/N/A 1	Moving and storage services.	N/A N/A	Brian Crawford Dec. 31 1980
77	54	BURNS MARKETING & COMMUNICATIONS 363 W. Drake Road Fort Collins, CO 80524 (970) 223-4060/(970) 223-4456	\$5,600,000 \$4,475,000 25.14%	16/N/A 14/N/A 1	Interactive media and Web-site development; marketing and public relations; graphic design and copywriting.	jeffw@burnsmarketing.com www.burnsmarketing.com	Mike Burns Dec. 31 1972
NR	55	KAMTZ COS. INC. 901 Josephine Court Loveland, CO 80537 (970) 667-4676/(970) 667-5542	\$2,500,000 \$2,000,000 25.00%	30/N/A 20/N/A 1	Kitchen and office cabinetry.	N/A N/A	Jeff Zundel Dec. 31 1972
8	56	BRENT WHITE DESIGN LLC 604 S.E. Eighth St., Unit F Loveland, CO 80537 (970) 635-0128/(970) 635-2749	\$796,600 \$640,000 24.47%	11/N/A 5/N/A 1	Die cutting, folding and gluing services for printing industry; saddle stitching.	N/A N/A	Brent White Dec. 31 1994
NR	57	NEW HORIZONS TRAVEL 300 E. Boardwalk Drive Fort Collins, CO 80525 (970) 223-7400/(970) 225-0538	\$21,618,000 \$17,465,000 23.78%	37/29 25/25 4	Full-service travel agency.	dalec@travelnewhorizons.com www.travelnewhorizons.com	Dale Clarken Dec. 31 1980
NR	58	DBM TECHNOLOGIES INC. 1055 Delaware Ave. Longmont, CO 80501 (303) 776-5949/(303) 772-6535	\$1,600,000 \$1,300,000 23.08%	35/35 50/50 1	Electronics manufacturing services; contract electronic assembly.	wayne@dbmtek.com dbmtek.com	Walt West Dec. 31 1984
48	59	PEDERSEN TOYOTA/PEDERSEN VOLVO 4455 S. College Ave./4455 S. Mason St. Fort Collins, CO 80525 (970) 223-3100/(970) 223-5200	\$59,353,361 \$48,905,087 21.36%	106/N/A 67/N/A 1	Toyota, Volvo, sales, leasing, retail and service, parts and collision repair.	pedersenautos@salesenhancer.com www.pedersenautoplaza.com	Gerry Pedersen Dec. 31 1972
72	60	GARNSEY & WHEELER FORD 4901 29th St. Greeley, CO 80634 (970) 506-3600/(970) 506-3686	\$57,000,000 \$46,993,882 21.29%	124/N/A 76/N/A 2	Automotive retail.	gwford@gwford.com www.gwford.com	Tim Brynteson Dec. 31 1922
NR	61	FERRERO AUTO CENTER INC. 2600 N. Lincoln Ave. Loveland, CO 80538 (970) 667-4433/(970) 667-4498	\$33,466,005 \$27,605,000 21.23%	56/N/A N/A/N/A	Chrysler, Dodge, Jeep automobile dealership specializing in new/used, full-service center, parts dept.	ryferrero@aol.com www.ferreroauto.com	Ryan J. Ferrero N/A 1978
NR	62	BILTRITE SIGN SERVICE INC. 1735 Third Ave. Greeley, CO 80631 (970) 353-3811/(970) 353-0318	\$294,400 \$243,400 20.95%	5/5 N/A/N/A 1	All types of signs.	N/A N/A	Lynn Clark Dec. 31 1962
49	63	THARP'S CABINET SHOP INC. 1246 Denver Ave. Loveland, CO 80537 (970) 667-7144/(970) 635-2660	\$3,574,228 \$2,970,000 20.34%	40/N/A 32/N/A 1	Kitchen-cabinet manufacturing, bathroom vanities, entertainment cabinets and bookcases.	jtharp@aol.com N/A	David Tharp Dec. 31 1971
46	64	ST. VRAIN MOVING & STORAGE 501 S. Francis St. Longmont, CO 80501 (303) 776-3166/(303) 776-3274	\$6,000,000 \$5,000,000 20.00%	120/N/A 60/N/A 3	Moving and storage, North American Van Lines Agent.	bscadden@stvrainmoving.com www.stvrainmoving.com	Bryan Scadden Dec. 31 1970
NR	65	BURT'S SHIRTS INC. 142 Remington St. Fort Collins, CO 80524 (800) 530-2010/(970) 484-7481	\$1,800,000 \$1,500,000 20.00%	12/12 14/N/A 1	In-house embroidery & digitizing, custom imprints & sportswear.	burtshirts@aol.com www.burts-shirts.com	Mary Good Dec. 31 1984
53	66	ELDON JAMES CORP. 626 W. 66th St. Loveland, CO 80538 (970) 667-2728/(970) 667-3204	\$2,736,984 \$2,300,000 19.00%	10/12 17/19 3	Plastic hose fittings, tubing and hose, air hose and safety air couplers, KentQuick Connect Fittings.	sales@eldonjames.com www.eldonjames.com	Marcia Sampson Dec. 31 1987
89	67	JENSEN BURCHAM STELMACK EDWARDS LLP 717 W. Fifth Ave. Longmont, CO 80501 (303) 651-3626/(303) 443-0107	\$1,455,487 \$1,223,703 18.94%	23/N/A 22/N/A 1	Accounting services.	firm@jpse.com www.jpse.com	Larry Jensen, CPA Dec. 31 1969
NR	68	METALWEST LLC 1229 S. Fulton Ave. Brighton, CO 80601 (303) 654-0300/(303) 654-0404	\$161,000,000 \$138,000,000 16.67%	120/N/A 95/N/A 1	Steel service center; processes and sells flat-rolled metal products including cold-rolled, galvanized, galvanized, aluminum and stainless coils and sheets.	quality@metalwest.com www.metalwest.com	Brad Begin Dec. 31 1986
9	69	RAPID PROTOTYPING CORP. 14478 I-25 Frontage Road Longmont, CO 80504 (970) 535-0550/(970) 535-0552	\$3,500,000 \$3,000,000 16.67%	18/N/A 16/N/A 1	Total product design, stereolithing, prototype parts, cast urethane parts, metal coatings, tooling/injection molding, contract manufacturing.	rpc@rapidpro.com www.rapidpro.com	Dennis Shaver Dec. 31 1993
NR	70	POINT FIVE WINDOWS INC. 1304 Duff Drive Fort Collins, CO 80524 (970) 482-6971/N/A	\$4,714,551 \$4,069,049 15.86%	54/59 50/50 1	Custom wood windows and doors.	point5@webaccess.net www.point-five-windows.com	Dave Lundahl Dec. 31 1981
NR	71	CONCEPT SYSTEMS INC. 2619 Canton Court Fort Collins, CO 80525 (970) 482-0883/(970) 482-6157	\$3,900,600 \$3,370,000 15.74%	38/35 30/N/A 1	Scuba certification/ training for recreational divers; support for children's scuba clubs, marketing assistance.	admin@ssiusa.com/admin@scubara www.ssiusa.com	Ed Christini Dec. 31 1970
90	72	GRAY OIL CO. 804 Denver Ave. Fort Lupton, CO 80621 (303) 857-2288/(303) 857-1641	\$25,543,969 \$22,081,280 15.68%	60/N/A 52/N/A 1	Fuel, lubes and chemicals.	grayoil@grayoil.net N/A	Tina Mann June 30 1937
NR	73	HEADLINES SALON OF THE ROCKIES 1112 E. Monroe St. Fort Collins, CO 80525 (970) 225-1501/N/A	\$1,140,058 \$986,000 15.62%	35/N/A N/A/N/A 2	Full-service salon.	N/A N/A	Phyllis Thode Dec. 31 1988
28	74	MAGNOLIA RIVER MANUFACTURING CORP. 601 Ninth St. Greeley, CO 80631 (970) 352-2800/(970) 352-2300	\$1,500,000 \$1,300,000 15.38%	16/N/A 11/N/A 1	Grocery-industry shelving products.	N/A www.magnoliariver.com	James Emmett Nov. 31 1991
NR	75	COLORADO PRECISION OPTICS INC. 638 S. Sunset St. Longmont, CO 80501 (303) 678-7606/(303) 678-0626	\$160,000 \$140,000 14.29%	4/N/A N/A/N/A 1	Manufacture optical components, machine various non-ferrous material, precision lapping.	cologlass@aol.com N/A	Bernard "Bud" O'Connor Dec. 31 1985

Note: Region includes Larimer and Weld counties, Longmont and Brighton in Colorado; Albany and Laramie counties in Wyoming.

List includes region-based companies that posted 1999 revenues of \$100,000 or more.

List based on companies that responded to survey.

Companies ranked first by percent change, second by number of local employees in 2000.

N/A — Not available

NR — Not previously ranked

SOURCE: BUSINESS REPORT SURVEY
RESEARCHED BY SONOKO BAYES AND DAN FEIVESON

FASTEST-GROWING PRIVATE COMPANIES Part IV

(Locally based, ranked by revenue growth)

Last year's rank	RANK	COMPANY Address Phone/Fax	REVENUES 2000 REVENUES 1999 PERCENT CHANGE	2000 EMPLOYEES LOCAL/WORLDWIDE 1999 EMPLOYEES LOCAL/WORLDWIDE NO. OF LOCATIONS IN REGION	PRODUCTS	E-MAIL WEB SITE	PERSON IN CHARGE FISCAL YEAR END YEAR FOUNDED
	57 76	MAXEY COS. INC. 2111 Airway Ave. Fort Collins, CO 80524 (970)484-8660/(970)484-8676	\$8,100,000 \$7,106,000 13.99%	53/N/A 39/N/A 4	Equipment trailers, truck beds, sales and service of truck and trailer equipment, snowmobile, trail groomers.	N/A www.maxeymfg.com	Carl Maxey Dec. 31 1969
	10 77	CERMAK PETERKA PETERSEN INC. 1415 Blue Spruce Drive Fort Collins, CO 80524 (970)221-3371/(970)221-3124	\$2,456,000 \$2,155,000 13.97%	30/N/A 22/N/A 1	Wind-tunnel testing and wind-engineering services.	windengr@cppwind.com N/A	Delores J. Wisner Dec. 31 1981
	54 78	HENSEL PHELPS CONSTRUCTION CO. P.O. Box 0 Greeley, CO 80632 (970)352-6565/(970)352-9311	\$1,426,717,000 \$1,265,089,000 12.78%	518/1,979 406/1,822 7	General contracting and construction.	N/A www.henselphelps.com	Jerry Morgensen May 31 1937
	74 79	WOODLEY'S FINE FURNITURE INC. 320 S. Sunset St. Longmont, CO 80501 (303)651-3701/(303)651-0686	\$36,000,000 \$32,000,000 12.50%	180/206 172/195 1	Furniture manufacturing and retail.	N/A www.woodleys.com	Patrick Woodley Dec. 31 1979
	NR 80	JOB STORE STAFFING INC. 133 S. Main St. Longmont, CO 80501 (303)757-7686/(303)757-5604	\$14,498,308 \$12,905,463 12.34%	448/N/A N/A/N/A 2	Staffing service specializing in administrative, technical, financial, office support, assembly, production.	dorothy@jobstorestaffing.com www.jobstorestaffing.com	Dorothy Grandbois Dec. 31 1973
	66 81	TRAVEL LEADER GROUP OF COLORADO LTD. 600 S. Airport Road Longmont, CO 80503 (303)786-8444/(303)786-8448	\$15,692,401 \$13,974,632 12.29%	37/43 29/36 1	Corporate and leisure travel services.	N/A www.travelleadergroup.com	Vicki Schroeder Dec. 31 1992
	NR 82	XF ENTERPRISES INC. 5626 19th St., Suite B Greeley, CO 80634-2948 (970)339-4593/(970)339-4592	\$23,548,000 \$20,974,000 12.27%	9/55 8/40 1	Feedlot consulting, feed, vitamin & mineral supplements.	xfe@info2000.net www.xfe.net	Brent A. Richter Oct. 31 1957
	NR 83	STA LABORATORIES INC. 630 S. Sunset St. Longmont, CO 80501 (303)651-6417/(303)772-4003	\$2,000,000 \$1,800,000 11.11%	17/23 N/A/N/A 1	Phytopathological, visual, chemical and genetic analyses on agricultural products for quality assurance, diagnostic product distribution and services.	info@stalab.com www.stalabs.com	Darrell Maddox N/A 1988
	37 84	RHODES TOWING & AUTO SALVAGE 4600 S. Greeley Highway Cheyenne, WY 82007-9331 (307)632-6028/(307)632-1586	\$223,000 \$201,000 10.95%	2/N/A 3/N/A 1	Towing, recovery, sales of used autos and used auto parts.	N/A N/A	Cheryl R. Rhodes Dec. 31 1950
	40 85	LEFT HAND/TABERNASH BREWING CO. LTD. 1265 Boston Ave. Longmont, CO 80501 (303)772-0258/(303)772-9572	\$2,626,000 \$2,368,000 10.90%	29/N/A 24/N/A 1	Sawtooth Ale, JuJu Ginger Ale, Black Jack Porter, Jackman's American Pale Ale, Imperial Stout, Xxmas Ale, Tabernash Weiss, Tabernash Pilsner, Tabernash	brewer@lefthandbrewing.com www.lefthandbrewing.com	Eric Wallace Dec. 31 1993
	50 86	HEFNER-DEAN PRINTING 320 Maple St. Fort Collins, CO 80521 (970)221-5269/(970)221-1896	\$820,000 \$740,000 10.81%	10/N/A 9/N/A 1	All types black and white, multi-color and 4-color process commercial printing.	sales@hefner-dean.com www.hefner-dean.com	Jerry Heifner Dec. 31 1983
	NR 87	LEHMAN COMMUNICATIONS CORP. 350 Terry St. Longmont, CO 80501 (303)776-2244/(303)776-9271	\$30,800,000 \$27,800,000 10.79%	387/451 383/449 2	Newspaper publishing and printing; Daily Times-Call, Loveland Daily Reporter-Herald, Lafayette News, Louisville Times, Erie Review.	dlehman@lehmancomm.com www.longmontfyi.com	Edward Lehman Dec. 31 1957
	87 88	WALKER MANUFACTURING CO. 5925 E. Harmony Road Fort Collins, CO 80528 (970)221-5614/(970)221-5619	\$40,896,000 \$37,025,000 10.46%	145/N/A 128/N/A 1	Mid-size lawnmower and attachments for commercial contractors.	bobw@walkermowers.com www.walkermowers.com	Bob Walker Sept. 30 1959
	61 89	ARROW MOVING & STORAGE 1900 Wyatt Drive Cheyenne, WY 82001 (307)632-9226/(307)632-0345	\$5,600,000 \$5,100,000 9.80%	68/80 45/75 4	Moving services.	N/A N/A	Jim Ottoes Dec. 31 1936
	14 90	VISION GRAPHICS INC. 5610 Boeing Drive Loveland, CO 80538 (800)833-4263/(307)778-6309	\$12,277,000 \$11,187,509 9.74%	87/87 60/N/A 2	Electronic pre-press with computer to plotter, offset 4+ color printing, complete bindery, commercial printing, 56" capabilities, 6-colors.	info@visiongraphics-inc.com www.visiongraphics-inc.com	Mark Steputis Jan. 1 1952
	NR 91	OPTIMUS CORP. 155 E. Boardwalk Drive, Suite 300 Fort Collins, CO 80525 (970)226-3466/(970)226-3464	\$4,739,924 \$4,336,743 9.30%	25/28 21/20 2	Hardware & software for producing CD-ROMs & CD-Rs for business applications and the Web.	optimus@optimus-corp.com www.optimus-corp.com	David J. Mansen Sept. 30 1988
	NR 92	RTH INC. DBA CONNECTING POINT OF GREELEY AND ROCKY MOUNTAIN TECHNOLOGY SOLUTIONS 2401 17th St. Greeley, CO 80531 (970)356-7224/(970)356-7283	\$11,044,842 \$10,160,935 8.70%	N/A/N/A N/A/N/A 2	Computer sales and system integration	twarner@cpgreeley.com www.cpgreeley.com	Ted Warner N/A 1982
	NR 93	ACTIVE TRUCK SALES INC P.O. Box 600 Hudson, CO 80642 (303)536-9870/(303)536-4348	\$1,261,018 \$1,160,232 8.69%	9/N/A 9/N/A 2	Sales, repair, used parts, trucks and equipment.	sales@activetrucksales.com www.activetrucksales.com	John E. Hochmiller Dec. 31 1978
	NR 94	GOLDEN VAN LINES INC. 111 S. Pratt Parkway/P.O. Box 907 Longmont, CO 80502-0907 (800)525-3290/(303)772-4085	\$14,330,000 \$13,200,000 8.56%	75/N/A N/A/N/A 1	Household goods moving services, high value products, office moving, exhibits and trade shows, warehousing and distribution, records management and commercial	mmccarthy@goldenvanlines.com www.goldenvanlines.com	Todd V. Winter Dec. 31 1948
	NR 95	CRYSTAL DESIGN & MANUFACTURING 1131 Delaware Ave., Unit 3 Longmont, CO 80501 (303)772-7508/(303)651-6134	\$325,000 \$300,000 8.33%	4/N/A N/A/N/A	Contract machining.	N/A N/A	Russell Crystal N/A 1989
	63 96	RIVERSIDE TECHNOLOGY INC. 2290 E. Prospect Road, Suite 1 Fort Collins, CO 80525 (970)484-7573/(970)484-7593	\$1,400,000 \$1,300,000 7.69%	27/N/A N/A/N/A 1	Water resources, engineering consulting, software and database development.	leb@riverside.com www.riverside.com	Larry Brazil Dec. 31 1985
	97 97	BURMAN MOTORS INC./GM SUPERSTORE 3600 E. Grand Ave. Laramie, WY 82070 (307)745-8961/(307)745-5860	\$25,549,733 \$23,750,161 7.58%	47/N/A N/A/N/A 1	Chevrolet, Buick, Pontiac, Oldsmobile, GMC, Cadillac, parts, service, body/detail, towing and fleet sales.	burman@vcn.com burman@burmanmotors.com	Brad Morehouse Dec. 31 1988
	NR 98	R BUSINESS SYSTEMS INC. 425 S. Bowen St., Suite 5 Longmont, CO 80501 (303)776-8191/(303)776-9689	\$1,600,000 \$1,500,000 6.67%	10/N/A 9/N/A 1	Retail business products.	rbscrt@dim.com N/A	Randy Spencer N/A 1984
	55 99	FISBECK/SHEEL CONSTRUCTION INC. 3109 35th Ave., Suite A Greeley, CO 80634 (970)339-4525/(970)339-4535	\$12,181,170 \$11,427,423 6.60%	25/N/A 18/N/A 1	Construction.	bsheel@fisbeck.com N/A	Steve Fisbeck/Bill Sheel Dec. 31 1993
	85 100	ELECTRICAL SYSTEMS CONSULTANTS INC. 212 W. Mulberry St. Fort Collins, CO 80521 (970)224-9100/(970)224-9137	\$5,542,600 \$5,200,000 6.59%	60/N/A 45/N/A 1	Electrical engineering, design & planning for electrical utilities & industrial companies specializing in high voltage, GIS & automation.	esc@electsys.com www.electsys.com	Jim Siano Dec. 31 1978

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NR — Not previously ranked

SOURCE: BUSINESS REPORT SURVEY
RESEARCHED BY SONOKO BAYES AND DAN FEIVSON

Parkside Homes making a splash in housing

Co-owners say they're committed to home ownership

By Steve Porter
The Business Report

With only five years under their belts, former Hawaiians Matt Deal and Scott McDonald are making big waves in the local construction scene.

Deal and McDonald are co-owners of Parkside Homes, a Fort Collins-based company that placed 10th in this year's "Top 100 Fastest Growing Private Companies" as surveyed by *The Northern Colorado Business Report*.

Parkside Homes, which specializes in entry-level and affordable homes, posted a revenue increase of 135 percent between 1999 and 2000 and was the fastest-growing construction company on this year's list.

But that's nothing new, Deal said. "We've had a pretty good increase every year," he said. "Our second year



STEVE PORTER • BUSINESS REPORT

TOPS IN CONSTRUCTION — Matt Deal (left) and Scott McDonald, co-owners of Parkside Homes in Fort Collins, have led the company to the top finish of any local construction company in their 2000 revenue increase of more than 134 percent. The company, which specializes in entry-level housing, placed 12th on this year's "Fastest Growing Private Companies" list.

we increased by 15-fold and the next year we increased by 20 percent. We expect to increase by another 20 percent this year."

Recent projects by the company include The Ridge at Bromley Lane in

Brighton, Cheyenne Ranch in Cheyenne and RiverBend in Longmont. Parkside recently broke ground for 86 units in The Townhomes at Rigden Farm in east Fort Collins.

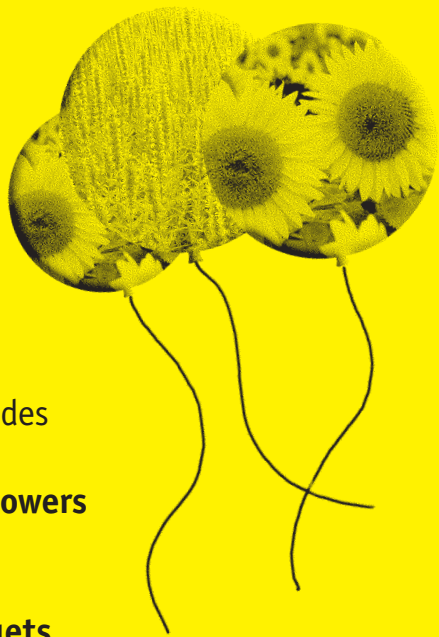
Common backgrounds

Deal, 52, and McDonald, 51, share a common thread that goes back to their upbringing on the West Coast, with Deal

See PARKSIDE, 14B

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Concrete company building strong reputation

By Erin Hottenstein
The Business Report

LOVELAND — A sleeping bear sculpture made from concrete lies in the front yard of Colorado Precast Concrete, Inc.

But the company is no sleeping giant. No, this bear has emerged from its winter cave and is foraging for food.

Colorado Precast has jumped from No. 69 on *The Business Report's* 2000 list of fastest growing companies to No. 7 on the 2001 list. The company's revenues grew from \$5 million to \$13 million, or 160 percent.

On the 2000 list, the company had grown slightly more than 16 percent, while in 1999, when the company ranked No. 26, it had grown more than 43 percent.

Colorado Precast makes a wide array of products, said Cindy Buckardt, vice president of general operations. Most of them fall into four categories: underground utility work, architectural work, landscape work and buildings.

"We manufacture more different products than anyone in the state," she said.

The company is family-owned.



Colorado Precast Concrete, Inc.
#7 Fastest-Growing Private Company



ERIN HOTTENSTEIN • BUSINESS REPORT

LOTS OF PRODUCTS — Scott Hayward, vice president of production for Colorado Precast Concrete, Inc., sits among some of the company's many products. The company is willing to make anything — and does — from public restrooms to culverts to garden fountains.

Buckardt's brother, Scott Hayward, serves as vice president of production.

"It seems that just about every day we make a new kind of product," he said.

That flexibility means the company doesn't get stuck if demand is down for

a certain product and it can find new business opportunities, he said.

"You grow with your customers," Hayward said. "We're the only (precast company) I can think of that's never had a salesperson or a catalog. Ninety percent just comes through the front

Colorado Precast Concrete, Inc.

1820 S.E. 14th Street
Loveland, CO 80537
(970) 669-0535
www.coloprecast.com

door."

Colorado Precast also puts packages together of products related to theirs, such as plastic pipes needed for underground utilities.

The majority of sales are to contractors. Colorado Precast delivers most of what it makes, whether it goes to New York, Montana or Texas, he said.

The biggest reason for the company's growth in the past year was an AT&T contract for 60 buildings.

"We've never had that quantity," Buckardt said. "Because we were able to jump on the project right away, we got the majority of the contract."

Hayward added: "They wanted us to turn the first building out in three weeks."

The logistics were a challenge. Colorado Precast had to get all the materials — including steel and door-frames — and coordinate with several subcontractors to get the job done.

"We made lots of phone calls and

See CONCRETE, 13B

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Hensel Phelps is the biggest of the fastest

Construction giant posts \$160 million revenue hike

By Steve Porter
The Business Report

With annual revenues exceeding \$1.42 billion last year, Greeley-based construction giant Hensel Phelps is the largest of this year's "Top 100 Fastest-Growing Private Companies" in Northern Colorado.

Employing more than 500 locally and nearly 2,000 throughout the nation, Hensel Phelps comes in 78th on the list, posting a 12.8 percent revenue increase in 2000 over 1999, according to a survey conducted by *The Northern Colorado Business Report*.

Ron Norby, company vice president and district manager for its Colorado market, said Hensel Phelps' 2000's revenue growth rate wasn't that unusual.

"I don't think it was exceptional," he said. "It was probably fairly normal."

Still, jumping by more than \$160 million in revenues over the previous year isn't too shabby.

And neither is the growth of Hensel Phelps, from its humble beginnings as a



STEVE PORTER • BUSINESS REPORT

LARGEST FASTEST — Hensel Phelps Construction Company, headquartered in Greeley, is the largest fastest-growing company this year, with more than 500 employees working out of seven district offices across the nation. The company, founded in Greeley in 1937, placed 78th on this year's list compiled by *The Northern Colorado Business Report*.

small local builder in Greeley in 1937 to its current status as one of the nation's premier general contractors and construction managers, now with seven district offices spread across the U.S.

High profile projects

Projects built by Hensel Phelps in Colorado are among the highest-profile

construction projects in the state. They include Ocean Journey, Elitch Gardens, Concourse A at Denver International Airport and the Colorado Convention Center.

Locally, Hensel Phelps built the new Larimer County Justice Center that opened last year and is in the process of building a new Police and Courts build-

"We do mostly commercial, from launchpads at Cape Canaveral to county correctional facilities."

— Ron Norby,
Hensel Phelps
vice president

ing in Loveland for the county and the city of Loveland.

Larimer County Facilities Director David Spencer said working with Hensel Phelps on the justice center was a pleasure.

"It was without a doubt the smoothest-run construction project I've been associated with in 30 years," he said.

Spencer said he continues to be impressed by Hensel Phelps' professionalism and commitment to quality and customer satisfaction.

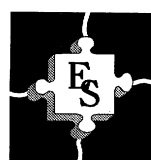
"They were more like a partner than

See **BIGGEST, 12B**

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LARGEST PRIVATELY HELD COMPANIES

(Locally based, ranked by revenues)

Last year's rank	RANK	COMPANY Address Phone/Fax	REVENUES 2000 REVENUES 1999 PERCENT CHANGE	2000 EMPLOYEES LOCAL/WORLDWIDE 1999 EMPLOYEES LOCAL/WORLDWIDE NO. OF LOCATIONS IN REGION	PRODUCTS	E-MAIL WEB SITE	PERSON IN CHARGE FISCAL YEAR END YEAR FOUNDED
	1	HENSEL PHELPS CONSTRUCTION CO. P.O. Box 0 Greeley, CO 80632 (970)352-6565/(970)352-9311	\$1,426,717,000 \$1,265,089,000 12.78%	532/1,979 406/1,822 7	General contracting and construction.	N/A www.henselphelps.com	Jerry Morgensen May 31 1937
NR	2	THE NEENAN CO. 2620 E. Prospect Road Fort Collins, CO 80525 (970)493-8747/(303)296-0382	\$197,917,959 N/A N/A	329/ 150/ 1	An integrated services firm providing development, architecture and construction	N/A www.neenan.com	Jim Neenan 1966
NR	3	TACO JOHN'S INTERNATIONAL INC. 808 W. 20th St. Cheyenne, WY 82001 (307)635-0101/(307)638-0603	\$191,000,000 \$189,000,000 1.06%	350/13,000 390/12,900 14	Licenses & operates quick-service Mexican restaurants.	email@tacojohns.com www.tacojohns.com	P. Fisherkeller Dec. 31 1969
NR	4	METALWEST LLC 1229 S. Fulton Ave. Brighton, CO 80601 (303)654-0300/(303)654-0404	\$161,000,000 \$138,000,000 16.67%	120/N/A 95/N/A 1	Steel service center; processes and sells flat-rolled metal products including cold-rolled, galvanized, galvanized, aluminum and stainless coils and sheets.	quality@metalwest.com www.metalwest.com	Brad Begin Dec. 31 1986
2	5	ROCHE CONSTRUCTORS INC. 361 71st Ave. Greeley, CO 80634 (970)356-3611/(970)356-3619	\$117,492,000 \$114,230,000 2.86%	145/N/A 40/N/A 2	General contracting and construction management.	info@rocheconstructors.com www.rocheconstructors.com	Thomas Roche Nov. 30 1971
4	6	WELD COUNTY GARAGE 810 10th St. Greeley, CO 80631 (970)352-1313/(970)356-8191	\$66,351,103 \$71,319,769 -6.97%	144/N/A 150/N/A 1	Buick, Pontiac, GMC dealership	wyoder@weldcountygarage.com www.weldcountygarage.com	Warren Yoder Jan. 31 1908
6	7	STEELE'S MARKETS INC. 200-D W. Foothills Parkway Fort Collins, CO 80525 (970)226-0654/(970)225-9266	\$61,475,245 \$62,203,000 -1.17%	550/750 700/700 6	Supermarkets, pharmacies and full-service caterer.	russkates@aol.com www.steelesmarket.com	Russ Kates Dec. 31 1940
8	8	PEDERSEN TOYOTA/PEDERSEN VOLVO 4455 S. College Ave./4455 S. Mason Fort Collins, CO 80525 (970)223-3100/(970)223-5200	\$59,353,361 \$48,905,087 21.36%	106/N/A 67/N/A 1	Toyota, Volvo, sales, leasing, retail and service, parts and collision repair.	pedersenautos@salesenhancer.com www.pedersenautoplaza.com	Gerry Pedersen Dec. 31 1972
10	9	GARNSEY & WHEELER FORD 4901 29th St. Greeley, CO 80634 (970)506-3600/(970)506-3686	\$57,000,000 \$46,993,882 21.29%	124/N/A 76/N/A 2	Automotive retail.	gwford@gwford.com www.gwford.com	Tim Brynteson Dec. 31 1922
7	10	ALLIANCE CONSTRUCTION SOLUTIONS 301 E. Lincoln Ave. Fort Collins, CO 80524 (970)482-7722/(970)484-7428	\$55,000,000 \$55,200,000 -0.36%	125/N/A 125/N/A 2	Medical/educational, hotel, office, assisted living, design/build, municipal, high-tech and industrial.	info@allianceconstruction.com www.allianceconstruction.com	Clayton A. Schwerin 12/31 1982
NR	11	AMERICAN PRIDE CO-OP 55 W. Bromley Lane Brighton, CO 80601 (303)659-1230/(303)659-8719	\$51,681,082 \$31,898,651 62.02%	160/N/A 120/N/A 5	Farm supplies, lawn and garden products, fertilizer, ag. chemicals and petroleum.	ampride@amnix.com www.ampride-coop.com	Al Shively Oct. 31 1936
13	12	GOLDEN TRIANGLE CONSTRUCTION 700 Weaver Park Road Longmont, CO 80501 (303)772-4051/(303)776-6525	\$51,048,000 \$36,162,000 41.16%	N/A/N/A N/A/N/A N/A	General contracting, office retail and office construction.	blaartz@gtc1.net N/A	Jeff Nading Dec. 31 1977
11	13	HALLADAY MOTORS INC. 2100 Westland Road Cheyenne, WY 82001 (307)634-1511/(307)778-7491	\$42,596,680 \$41,903,000 1.66%	98/N/A 86/N/A 1	New and used vehicle sales, parts and accessories, paint and collision repair.	timj@halladaymotors.com www.halladaymotors.com	Timothy Joannides Dec. 31 1944
12	14	WALKER MANUFACTURING CO. 5925 E. Harmony Road Fort Collins, CO 80528 (970)221-5614/(970)221-5619	\$40,896,000 \$37,025,000 10.46%	145/N/A 128/N/A 1	Mid-size lawnmower and attachments for commercial contractors.	bobw@walkermowers.com www.walkermowers.com	Bob Walker Sept. 30 1959
9	15	PRATT PROPERTIES LP 2101 Ken Pratt Blvd., Suite 200 Longmont, CO 80501 (303)776-4496/(303)776-4946	\$38,900,000 \$40,800,000 -4.66%	376/N/A 350/N/A 1	Design/build, own/operate high-tech real estate and commercial development.	general@prattprop.com www.prattprop.com	Susan M. Pratt Dec. 31 1912
14	16	WOODLEY'S FINE FURNITURE INC. 320 S. Sunset St. Longmont, CO 80501 (303)651-3701/(303)651-0686	\$36,000,000 \$32,000,000 12.50%	180/206 172/195 1	Furniture manufacturing and retail.	N/A www.woodleys.com	Patrick Woodley Dec. 31 1979
NR	17	VALLEY FORD 600 S. Main St. Longmont, CO 80501 (303)776-2861/(303)776-1545	\$36,000,000 \$22,000,000 63.64%	N/A/N/A N/A/N/A	Full-service auto dealership: sales and service of new and used cars and trucks; mechanical and body repairs; parts sales.	doug@weibeltech.com www.fordintercars.com	Doug Weibel N/A 1999
NR	18	FERRERO AUTO CENTER INC. 2600 N. Lincoln Ave. Loveland, CO 80538 (970)667-4433/(970)667-4498	\$33,466,005 \$27,605,000 21.23%	56/N/A N/A/N/A	Chrysler, Dodge, Jeep automobile dealership specializing in new/used, full-service center, parts dept.	ryferrero@aol.com www.ferreroauto.com	Ryan J. Ferrero N/A 1978
15	19	LEHMAN COMMUNICATIONS CORP. 350 Terry St. Longmont, CO 80501 (303)776-2244/(303)776-9271	\$30,800,000 \$27,800,000 10.79%	387/451 383/449 2	Newspaper publishing and printing; Daily Times-Call, Loveland Daily Reporter-Herald, Lafayette News, Louisville Times, Erie Review.	dlehman@lehmancomm.com www.longmontfyi.com	Edward Lehman Dec. 31 1957
21	20	HARTFORD HOMES INC. 1218 W. Ash, Suite A Windsor, CO 80550 (970)674-1109/(970)674-0203	\$27,797,000 \$22,127,000 25.62%	29/N/A N/A/N/A 1	New-home development, commercial construction, custom homes.	hartford@frii.com www.hartfordco.com	Gary Hoover N/A 1997
NR	21	MCWHINNEY ENTERPRISES 5200 Hahns Peak Drive, Unit 130 Fort Collins, CO 80538 (970)962-9990/(970)635-3003	\$25,982,146 \$6,347,161 309.35%	50/N/A 42/N/A N/A	Land development company, responsible for Centerra in Loveland, and several hotels/restaurants in Garden Grove, Calif.	kerrilyno@mcwhinney.com www.rcenterracolorado.com	Chad McWhinney 1995
20	22	BURMAN MOTORS INC./GM SUPERSTORE 3600 E. Grand Ave. Laramie, WY 82070 (307)745-8961/(307)745-5860	\$25,549,733 \$23,750,161 7.58%	47/N/A N/A/N/A 1	Chevrolet, Buick, Pontiac, Oldsmobile, GMC, Cadillac, parts, service, body/detail, towing and fleet sales.	burman@vcn.com burman@burmanmotors.com	Brad Morehouse Dec. 31 1988
22	23	GRAY OIL CO. 804 Denver Ave. Fort Lupton, CO 80621 (303)857-2288/(303)857-1641	\$25,543,969 \$22,081,280 15.68%	60/N/A 52/N/A 1	Fuel, lubes and chemicals.	grayoil@grayoil.net N/A	Tina Mann June 30 1937
24	24	XF ENTERPRISES INC. 5626 19th St., Suite B Greeley, CO 80634-2948 (970)339-4593/(970)339-4592	\$23,548,000 \$20,974,000 12.27%	9/55 8/40 1	Feedlot consulting, feed, vitamin & mineral supplements.	xfe@info2000.net www.xfe.net	Brent A. Richter Oct. 31 1957
23	25	HARSH INTERNATIONAL INC. 600 Oak Ave. Eaton, CO 80615 (970)454-2291/(970)454-3491	\$22,000,000 \$22,000,000 0.00%	105/N/A 97/N/A 1	Cattle-feed mixers, hydraulic dumping equipment, contract laser, waterjet cutting and environmental processes and solutions.	harsh@harshenviro.com www.harshenviro.com	Robert Brown Dec.31 1948

Region includes Larimer and Weld counties, Longmont and Brighton in Colorado; Albany and Laramie counties in Wyoming.
List based on companies that responded to survey; Agland Inc. and Markley Motors Inc. did not respond to survey.
N/A — Not available NR — Not previously ranked

SOURCE: BUSINESS REPORT SURVEY
RESEARCHED BY SONOKO BAYES AND DAN FEIVESON



STEVE PORTER • BUSINESS REPORT

HENSEL PHELPS PROJECT — The Larimer County Justice Center, which opened last year, was built by Hensel Phelps Construction. County Facilities Director David Spencer said the company made the complex project one of the smoothest he's been involved with in 30 years.

BIGGEST, from 10B

a contractor," he said. "They were very good to work with and very open and responsive. They had a desire to listen to the county's desires and concerns."

Likes challenges

Norby said Hensel Phelps has the reputation of taking on just about any kind of construction project.

"We don't do lots of housing or highways," he said. "We do mostly commercial, from launchpads at Cape Canaveral to county correctional facilities."

Throw in sports complexes, airport runways, government and educational facilities and huge retail centers and you get an idea of the scope of projects Hensel Phelps has done in the last 60-plus years.

The company's clients are some of the biggest, including Kodak, IBM, United Airlines, Wal Mart and the U.S. Army Corps of Engineers.

One of the latest projects to be tackled by Hensel Phelps is an addition to the Smithsonian National Air and Space Museum. The company will build a new companion facility to the Washington, D.C. museum that will be located in Chantilly, Va.

Hensel Phelps has district offices in Chantilly, San Jose and Irvine, Calif., Little Rock, Ark., and Dallas and Austin, Texas. Norby said the company has built projects in most states in the U.S. and is starting to go international, now finishing a prison off the coast of Venezuela.

Employee owned

Norby said one of the secrets of Hensel Phelps' success is "employee ownership," a concept advanced by Joseph Phelps, son of the company's founder.

"Employee ownership creates long-term employment and a steady ability of the people to understand how the company works," he said. "The key in this business is people — good people who understand the business and how you operate."

Hensel Phelps Corporate

Plains District Office
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Greeley, Colo. 80631
(970) 352-6565
www.henselphelps.com

Norby said it isn't so much a matter of being vested in the ownership of the company as wanting to remain part of it.

"Everybody who works for any company wants it to succeed," he said. "But do they want to stay there and make it a career? That's the most important thing."

Over the years, Hensel Phelps has won numerous awards — many from their peers in the construction industry. Among the most prestigious are four Association of General Contractors Build America Awards, which are voted on by other contractors, and three Association of General Contractors Martin M. Black Excellence in Partnering Awards.

Bill Fleming, director of life sciences at Ocean Journey in Denver, said Hensel Phelps did "an excellent job" on the two-year, \$93 million aquarium project, guaranteeing a maximum price and a firm completion schedule.

"They followed through very well," Fleming said. "They problem-solved and made sure all of the (subcontractors) followed through. Working with a national company with a local office was very important to us."

Norby said Hensel Phelps will continue to bid on the biggest and most unique construction projects in America. The company is currently one of three finalists for a massive renovation of the Pentagon in Washington, D.C.

"That's part of the excitement of construction — always being involved in something new and taking on new challenges," he said.

And despite some slowing of the national economy, 2001 looks like another banner year.

"Things are going very well," Norby said. "We're still growing and we're still getting more and more work across the country."

MCWHINNEY, from 4B

And with most of its vast acreage spanning both sides of Interstate 25 just north of U.S. Highway 34 awaiting development, Centerra has just begun to show its promise.

The people most familiar with the McWhinney brothers and their company say that success stems from locking onto a philosophy that real estate developers can make money by doing the "right thing."

"When I first met them, I was incredibly impressed with their maturity and their business acumen," said Kathleen Cherroff, a friend of the brothers' late father who now serves as chief financial officer for the company.

"They have another rare quality: They are always, always conscious of trying to do the right thing."

Cherroff is a charter employee of the company, having joined when McWhinney Colorado Enterprises LLC first incorporated in July 1994.

Since then, employment has grown from three to 23, and likely will continue to surge as the company prepares to move to new quarters in a 30,000-square-foot office building that will open next year on the shores of Equalizer Lake, a prime Centerra location north of the current headquarters.

Troy McWhinney attributes much of the company's success to the contributions of employees, most of whom have joined the company in the past two years.

"The key is the team members, our employees," he said. "Some of the people we have working for us have done a wonderful job of opening our eyes. We really try to empower them. Nobody second-guesses anyone else here."

Local talent

Included among newer employees are some of the most talented land development and planning specialists in the region. Bob Blanchard, who for six years served as director of current planning for Fort Collins, joined the company in May 2000.

"My biggest impression at the end of my first year is that this is a company that is committed to quality development," Blanchard said. "Like any good company, they are still concerned about the bottom line. But if a project doesn't meet our standards, it's not going to happen at McWhinney."

Blanchard and the McWhinney brothers serve with representatives from construction companies, architectural firms and even local governments on a design review committee that applies standards on Centerra development that are, in some ways, more stringent than those imposed by Loveland's planning and zoning department.

The committee follows a model that has guided development at Interlocken, the hugely successful business park off U.S. Highway 36 in Broomfield, and that is being used in the vast redevelopment of the former Stapleton International Airport site in east Denver.

"When they apply design standards that are more strict than the city requires, it's quite impressive," Blanchard said.

Patience has also been a trait with which the McWhinneys have been blessed, according to friends and associates — and patience will be a valuable attribute as Centerra's future unfolds.

While some real estate watchers say it will take two decades for Centerra to absorb its projected development, progress over a shorter window of time — say, five years — is easier to describe.

That's partly because projects that will appear by that time are already entering the development pipeline.

"I would say if you take what we have now and triple the size, that would be a close approximation," said Troy McWhinney, vice president for development.

"Northern Colorado is one of the most difficult places in the nation for development. It requires us to start planning our projects much earlier. When people see things going up, they often don't realize that the planning for all that began about three years ago."

Brothers in balance

The required balance between long-term vision and day-to-day shepherding of development details matches perfectly to the personality traits that Chad and Troy McWhinney bring to their jobs, Blanchard said.

"Chad is the visionary," he said. "He has the big picture of what Centerra will look like in the future. Troy is the implementer, the doer. He makes it all happen."

The brothers, who spent most of their young lives in California, relocated to Loveland in the early 1990s to begin planning for the development of land that had been in the family since it was homesteaded by their great-great-grandfather, John Hahn. The original homestead deed hangs on the wall of Chad McWhinney's office.

But it took earnings from the strawberry business to get the ball rolling.

"Our grandmother passed away in December 1989, and there were inheritance taxes that needed to be paid on the Loveland farms," said Chad, who serves as president and CEO of McWhinney Enterprises. "We got an option to purchase it at the price set by the IRS."

The McWhinneys, still in their early 20s when McWhinney Enterprises was incorporated, credit the advice and counsel of other developers in the region for helping them move their projects forward.

Chad McWhinney mentions names: Stu MacMillan of the Everitt Cos., David Neenan, founder of the Neenan Cos., Bill Neal, partner in Wheeler Commercial Property Services, Tom Hoyt, who heads McStain Enterprises, the Boulder-based home builder that will construct most of Centerra's planned 5,000 homes.

He also credits his younger brother and founding partner.

"Troy and I are aligned," he said. "When you're aligned, and have the same mission, the same values and the same goals, it's easy. It's when you have a disconnect, it creates tension and problems. We don't have that."



McWhinney
Enterprises
#1 Fastest-Growing
Private Company

FASTEST, from 2B

Precast Concrete, Inc., a Loveland-based maker of precast concrete products (see story on page 9B). The 26-year-old company reported a revenue increase of 160 percent.

Eighth place goes to 1994-founded MediaTech Productions in Fort Collins with a 158 percent revenue increase. MediaTech produces video, television commercials and programming, and recently added video streaming on the Internet to its services.

"It was a good year for us," said Maury Willman, company founder. "It was due to the fact that we were trying to build the company steadily since we started in 1994."

Willman said 2000 was particularly good for MediaTech because some big projects "that had taken years to get" finally came through.

"We saw the fruits of our growth in 2000, and hopefully that will continue," she said.

Facility Solutions, a Longmont project construction and management company that placed 19th last year, takes ninth place on this year's list. Founded in 1997, Facility Solutions reported a 150 percent earnings hike between 1999 and 2000.

Connie Bruce, company president, said several factors combined in 2000 to move it up on this year's list.

"Our growth is for a number of reasons," she said. "Number one, I think we're much more established and the second thing is because of all the merg-

Region's 100 fastest-growing companies at a glance:

■ Sixty-seven businesses were founded prior to 1990.

■ One-third (33) of the businesses were founded in 1990 or later.

■ Twenty, or one-fifth of the companies, were high-tech firms.

■ The oldest company in the Top 100 is Garnsey and Wheeler Ford of Greeley, founded in 1922 and coming in 60th this year. Next oldest is a tie between American Pride Co-op of Brighton, finishing 26th, and Arrow Moving and Storage of Cheyenne finishing 89th. Both companies were founded in 1936.

ers and acquisitions and the dot.coms starting up.

"It was a fun year."

Rounding out the Top 10 on this year's list is Loveland-based Stratotech Corp., which placed 27th last year. The company produces industrial engineering software tools and clean technology products.

Founded in 1996, Stratotech reported a 139 percent revenue increase.

Only those companies that responded to a survey request by *The Business Report* are included in the Top 100 list.

CONCRETE, from 9B

worked lots of hours," Hayward said.

It helped that the company has been reducing worker turnover and making production more efficient over the past few years, he said. The efficiency is evidenced by the fact that Colorado Precast only hired three new workers in the last year, totaling 53.

"We've stabilized our work force. The less time you have to train someone is more production," he said. Turnover is about 10 percent. Hayward also gives credit for efficiency to good working relationships with subcontractors.

Customers, such as Biological Mediation Systems Inc., are impressed and keep coming back.

"Colorado Precast is probably one of the best precast companies in the country," said BMSI President Alex Rachak. BMSI of Fort Collins has been buying foundations and buildings from the company for about eight years.

"They're meticulous in the product they provide," he said. "They've been a very important part of our business."

Jack Sullivan, an estimator for Coulson Excavating Inc. of Loveland, said his company has worked with Colorado Precast almost since it started up in 1975.

"We're pleased with their performance and their work. Their delivery is always when they say it will be," he said. Colorado Precast is very helpful and responsive, too, he added.

"We've never had any complaints about the quality."

That kind of customer loyalty will



ERIN HOTTENSTEIN • BUSINESS REPORT

CONCRETE FAMILY — Alice Hayward, Cindy Buckardt, Harry Hayward and Scott Hayward all pitch in to run their family-owned business, Colorado Precast Concrete, Inc. The company's revenues grew 160 percent between 1999 and 2000.

likely help Colorado Precast in its next expansion phase. The company is planning to build a new batch plant that will increase its production capacity by about 200 percent. It should be up and running by July, Hayward said.

"Because of the way the economy's been over the years, we try to keep things in check and not go crazy," he said. "We've been fortunate enough to jump on some of the bigger jobs and go after it."

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PARKSIDE, from 8B

growing up in California and McDonald in Washington.

Both moved to Hawaii in the 1970s and worked as construction carpenters, with Deal living on Kauai and McDonald on Maui. They met briefly once on the islands before coming to Fort Collins and teaming up to launch Parkside Homes in 1996.

Deal said business has steadily increased in Colorado, thanks in part to a thriving economy and rapid state population growth rate that shows no sign of slowing down.

"We think there's a broad market for entry level, affordable housing and we're striving to deliver it," said Deal. "It's a vast, under served market and I think our success proves it."

Deal and McDonald subcontract most of the construction of the detached single-family and multiple-family housing they build, with only 11 salaried employees on the company payroll.

But there are obstacles to providing low-cost housing. Deal and McDonald note that the cost of building permits, water and land has risen sharply in recent years and those costs have to be passed along in the price of housing.

Land, in particular, is becoming a difficult issue, they said.

"Our biggest problem is finding land," said Deal. "The local jurisdictions, especially Fort Collins, make it hard to get land in the pipeline at a reasonable price and a reasonable time."

Pride in product

Still, McDonald said he's proud of the

Parkside Homes

1501 Academy Ct. Suite 203
(970) 407-9551
www.parksidehomes.net

homes Parkside has built over the last five years.

"We put out a good product that's quality and we back it with our name," he said. "Even though it's an entry-level house, we treat them like it's a million-dollar home."

While they could be building more expensive housing, McDonald and Deal say they like doing what they're doing.

"For me, it's more rewarding," said McDonald. "To see the smile on a young couple's face moving into a new house and getting their appreciation is very rewarding."

"Nothing's better when they say thank you, you've provided us with a home we never thought we could afford."

Deal shares the same philosophy.

"I like to drive through a neighborhood we've done and see the little things people have done to their yard to make it their own," he said. "It's very satisfying."

Deal said he loves seeing a home take shape.

"As a builder, it gets in your blood," he said. "Every day you get to see what you've done. It's very tangible and it's basic to that fundamental human requirement — shelter."

Both men are optimistic that

Parkside's future will be bright.

"Our goal is to maintain our profitability and a strong balance sheet while we achieve growth," Deal said. "Combine hard work with vision and I think you're going to have success."

Proven track record

Steve Skaar, who's acted as a lender on Parkside projects since the company's inception, said Parkside has proven itself in the construction world.

"I think the key to success in homebuilding or anything else is you've got to perform," he said. "That's really what I looked for as a lender, for somebody who found a market niche and who could implement a business plan."

Skaar said Parkside "provides a desirable product at a desirable location at a fair price. You've really got to have all three of those elements together. I think it's a reflection of the developers of Rigden Farm in seeing what they've accomplished and bringing them into that project."

Fred Croci, managing broker at Wheeler Commercial and a partner in Rigden Farm, said the Rigden project is his first collaboration with Parkside but he's found them to be "square shooters."

"Matt has been wonderful to deal with, making all the changes we requested," said Croci. "He's an excellent business manager."

Croci said he believes the Parkside project at Rigden will be a huge success.

"Most of the calls I've received in the last two years have been for town and patio homes," he said. "I think they're going to be very successful."

"It's a vast, under served market and I think our success proves it."

— Matt Deal,
co-owner of Parkside
Homes

Skaar said Deal and McDonald's strengths make them "greater than the sum of their parts."

"They're clearly a team," Skaar said. "I don't think one would be nearly what they are without the other. They're a great complement to each other."

With a projected population of more than 1 million new Coloradans in the next decade, both Deal and McDonald say they're confident they will continue to succeed.

"Two thousand and one is going to be a little better than last year and 2002 should be another big jump for us," Deal said. "I think the Colorado economy looks like it has a solid foundation and we see a bright future here."

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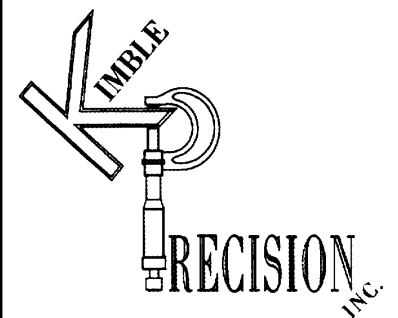


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