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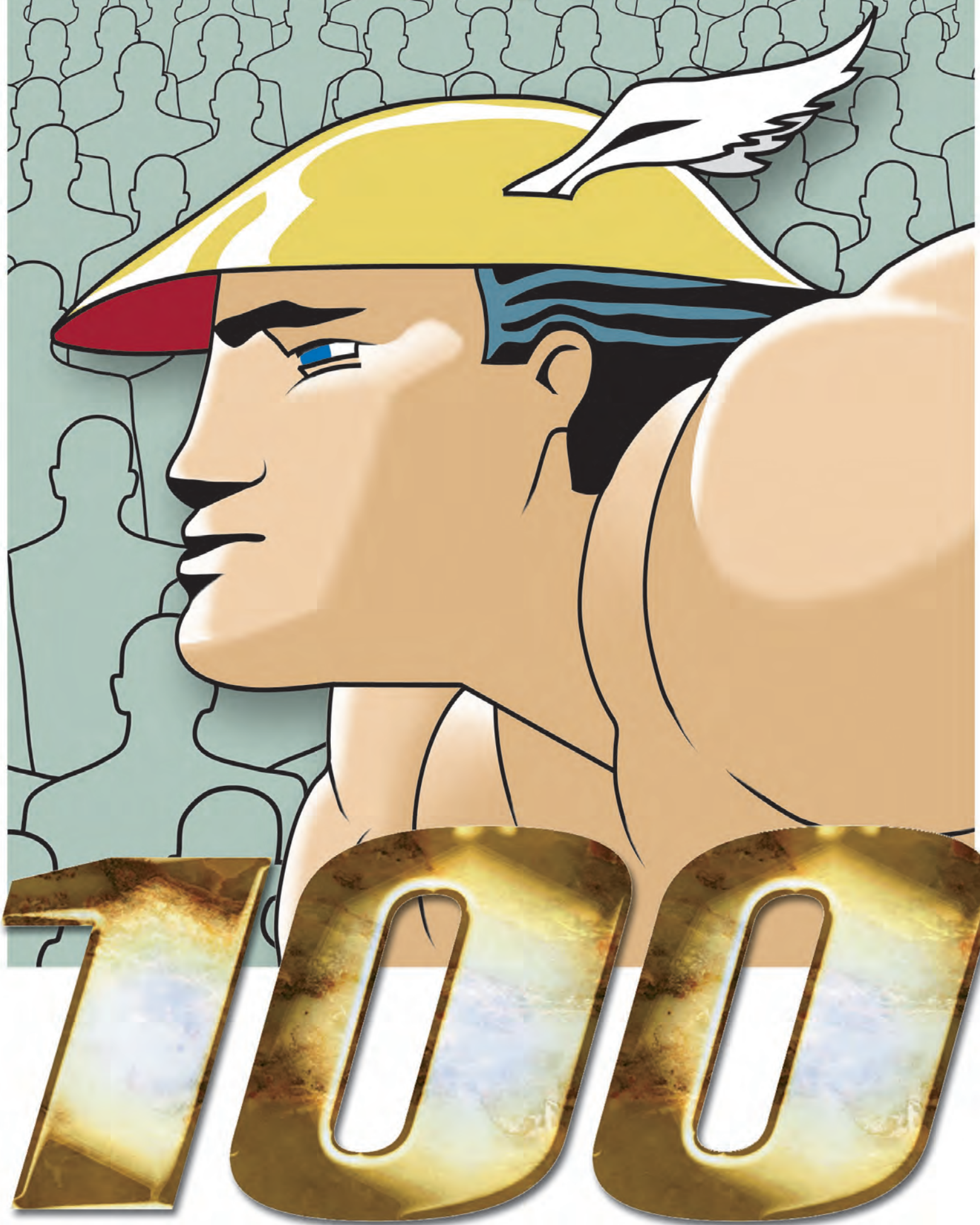


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STEVE PORTER • BUSINESS REPORT

STILL SHARP — SharpNet Solutions in Fort Collins made the Top 10 of the Mercury 100 Fastest-Growing Private Companies list for the second year in a row, moving up from No. 7 last year to No. 5 this year. Pictured are founder Chris Sharp (center front) with his staff. They include (seated on left) Nick Kirkes and Chuck Hamrick (seated on right); (standing left to right) Laura Seeley, Karen Cizek, Matt Snider, Amie Sharp and Christina Carlisle. Not pictured: Jennifer Tallchief.

SharpNet Solutions hits Top 10 for second year

High tech company in minority this year as construction dominates

By Steve Porter
 The Business Report

FORT COLLINS — Some things just get better with age, and SharpNet Solutions in Fort Collins is proving that adage. The Internet marketing and Web site promotion company founded just four years ago made the top 10 on the Mercury 100 fastest-growing companies list for the second year in a row.

And this time they moved up from the No. 7 spot last year to the No. 5 position this year with 149 percent revenue growth in 2002.

Chris Sharp, president and founder of the company in 1999, said trying new ideas to fulfill customer needs is keeping SharpNet Solutions growing and flourishing.

"Diversification has been it," he said. "Our bread and butter is not the same as it was two or three years ago. It's not being rigid and trying more things."

SharpNet, which works its magic with nine employees in an upstairs office in downtown Fort Collins, is holding onto its core business — providing Internet marketing and Web site positioning on key search engines — but keeps adding new services, such as lead generation for businesses that include life insurance and debt consolidation companies.

The whole thing works because Sharp and his staff devote themselves to knowing the Internet as few other companies do.

"We keep our eye on the entire

Internet," said Sharp. "We watch what's working and what's not working. We look at hundreds of Web sites every day."

While the dot.com crash around the turn of the century made many think that selling on the Internet was not going to be the boon once predicted, Sharp said the Web remains a very attractive and cost-effective marketing tool for business.

"The so-called 'crash' was really a stock and investment crash," he said. "People didn't stop buying on the Internet. People are still going there because it's a lot more effective and inexpensive than traditional marketing."

Judging by SharpNet's continuing high revenue growth, that's hard to argue with.

And while SharpNet's inclusion again this year in *The Northern Colorado Business Report's* Mercury 100 Top 10 shows that high-tech can still be profitable, it also reveals some interesting trends in the Northern Colorado economy in 2002.

The biggest trend is the rise in construction company revenue growth, a premise supported by record numbers of housing permits taken out in the region in recent years.

Of the 10 fastest-growing companies on this year's Mercury 100 list, seven are construction companies and one is a real estate consulting company that specializes in property appraisals. The other two are a high-tech company (SharpNet) and a manufacturer, Advanced Manufacturing Technology in Fort Collins coming in at No. 7.

In fact, 10 of the list's top 20 are construction-related firms. Only four are high-tech — another indication of the slowdown in that sector in recent times — but one, 3T Systems in Windsor (which came in at No. 11) showed one of the highest employment growths of the entire Mercury 100, going from 39

See SHARPNET, 15B

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JoAnne Bennett

The Fort Collins Convention & Visitors Bureau is honored to recognize **JoAnne Bennett and Myrna Hagedorn** for the great work they did in bringing the **Speedo Synchronized Swimming Junior National Championships** to Fort Collins. Over 300 athletes flowed into Fort Collins from all over the country, and the event received rave reviews from USA Swimming and many others.

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Naranjo Constructors score No.1 on list

By Kim Lock

The Business Report

GREELEY—Concrete isn't glamorous.

But this solid substance catapulted Naranjo Civil Constructors into the fastest-growing private company in Northern Colorado in 2002. With revenue growth of 200 percent in 2002 over 2001, the company holds the No. 1 position on this year's Mercury 100 Fastest-Growing Private Companies list.

Naranjo President Herman Naranjo was working for a concrete contractor when he decided he wanted to be his own boss. So in 1982 he started a one-man operation specializing in concrete.

"We started in 1982 as H&L Concrete...one day after Herman decided he was going to do it for himself," said Jerry Naranjo, vice president of Naranjo Civil Constructors and Herman's son. "He just started with a truck and a couple hundred bucks and started doing work."

The company grew steadily through the '80s and '90s as Herman and Jerry

saw untapped potential for their concrete business.

"It was at the beginning of (2003) when we changed our name to Naranjo Civil because we have expanded the services we offer," Jerry Naranjo said.

The company now specializes in concrete work, storm and sewer pipe, utility work and drainage way construction.

As a result of its added abilities, the company has tripled its revenues in the past few years.

"In 1999, revenues were somewhere around \$1 million a year and finishing up our year in 2002 we were right around \$3 million," Naranjo said.

"We always say we aren't going to grow anymore, and then we always seem to," he said. "We made some pretty drastic jumps right at the beginning because we put on some extra people. It's just a process of finding good people."

Change in management style

The Naranjos have changed their hiring and management style after finding limitations with their previous system.

"It was more of a closed system, with two owners and a couple of key guys and they did all the work," Naranjo said. "Herman and I decided that the system worked but things were changing. There were old alliances and as we got bigger



STEVE PORTER • BUSINESS REPORT

CONCRETE DESIGNERS — Herman (left) and Jerry Naranjo proudly show off one of their innovative concrete designs in Evans. Their creativity influenced revenue growth of 200 percent during 2002 and landed them in the No.1 position on this year's Mercury 100 List of Fastets-Growing Private Companies.

the alliances started to shift. We decided we had to do more on our own."

By hiring a talented manager and forming a crew of guys around him, Naranjo was able to tackle larger projects.

"There were jobs before we wouldn't have considered because it was out of our scope of work," he said. "Now we say, 'well, this guy has a little bit of

experience in that' and we would put our heads together and try to figure out a way to do the project. This guarantees our crews are always working."

Distinctive style makes difference

Naranjo's creative style of problem solving has resulted in a unique portfolio.

See **CONCRETE**, 14B

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Builder finds big business in catalogs

Fulfillment center launches revenue for Cheyenne company

By Robert Baun
The Business Report



STEVE PORTER • BUSINESS REPORT

CHEYENNE, Wyo. — Some opportunities are too good to pass up.

In 1991, Randy Richardson was running a small construction business in California when a big chance came his way in Wyoming.



Richardson Construction
#2 Fastest-Growing Private Company

Richardson's brother, Keith, decided that year to relocate his catalog sporting-goods business — Sierra Trading Post — from Sparks, Nev., to Cheyenne.

Keith wanted Randy to build his new warehouse.

"Things were getting slow in California at the time," Randy recalled.

So he packed up his family, moved to Cheyenne, and started Richardson Construction Inc.

The first project for the new company was a 36,000-square-foot Sierra Trading Post fulfillment center. Since then, Richardson Construction has become a commercial construction powerhouse in southeast Wyoming as well as Northern Colorado.

Last year, the company saw its revenues catapult 195 percent, due primarily to its work on another Sierra Trading Post fulfillment center. This time, the customer wanted a 285,000-square-foot, \$9.5 million facility, which Richardson Construction built in about eight months.

With the Sierra Trading Post contract, revenue for Richardson Construction nearly tripled in 2002 to \$10.8 million from \$3.66 million. The leap helped the company become the second-fastest growing company in the region.

But family connections didn't mean the Sierra Trading Post job was handed to Richardson Construction.

"We went through the whole (evaluation) process when we looked at this because it was such a big job," said Robin Jahnke, director of fulfillment and facilities for Sierra Trading Post. "We looked at one (contractor) down in Colorado and another one who handles large projects here in town.

"We also talked to some other people who do steel (construction) for this type of building. We pretty much came to the conclusion that Randy was the one to pull it off and get it done — that he was most viable for us."

Randy Richardson entered the construction business in 1975 in partnership with his father.

"We started putting in skylights and building decks," he said.

A CLOSE SECOND — Randy Richardson, founder of Richardson Construction in Cheyenne, led his company to the No. 2 spot on this year's Mercury 100 Fastest-Growing Private Companies list with a revenue increase of 195 percent in 2002 over 2001, just behind a 200 percent revenue increase posted by Naranjo Civil Constructors.

Richardson moved on to become a "piece framer," then took on large home-remodeling work in the San Jose, Calif., area.

"We would probably do a million-and-a-half (dollars) a year with eight or nine people then," he said.

After jumping into commercial construction, Richardson is not inclined to return to the residential sector.

"Maybe multifamily," he said. "Not single-family. I don't want to do that."

This year — without a single-large contract — could be the litmus test of Richardson's staying power in the commercial sector.

So far, so good.

As of May 1, Richardson Construction had accumulated \$6 million in business, and the company expects to reach last year's levels.

"We grew so much last year, so we're trying to stay that size and not get too big too fast," Richardson said.

Currently, the company's largest job is a 13,000-square-foot, \$2 million facility for the Church of Jesus Christ of Latter-Day-Saints in Cheyenne. The company has also started work on a multifamily complex, which Richardson also helped to develop.

Another source of work is subcontracting for other commercial builders. Richardson Construction is pouring foundations for several retail buildings at the new Centerplace project in Greeley. It also contributed tilt-up wall work for the new Yancey's food distribution warehouse in Loveland.

Another unique feature of Richardson Construction is the composition of its 21-person staff. Richardson, who has a background in carpentry, keeps his own craftsmen on the payroll.

"We self-perform quite a bit of our work — tilt-ups and framing," he said. "I enjoy it. I keep more control on the



STEVE PORTER • BUSINESS REPORT

NOT RUSTY — Ed Rust has been designing and building homes in the Loveland area and vicinity with his company, Rust Construction, since 1990. Rust's attention to detail and homebuyer satisfaction has helped his company reach the No. 3 position on this year's Mercury 100 Fastest-Growing Private Companies list as compiled by *The Northern Colorado Business Report*.

Attention to details lifts company's profits

Rust Construction focuses on keeping the buyer happy

By Steve Porter
The Business Report

LOVELAND — When it comes to designing and building homes, Ed Rust believes in doing it the old-fashioned way. That means taking the time to make sure it's going to satisfy the people who will live in it.

"We really focus in on all the little details," said Rust, 39, who's been involved in house construction since 1982 and formed his own company, Rust Construction, in 1990. "We do things right and treat people right. It's just the way we do our business."

That attention to business resulted in Rust Construction having a banner year in 2002, with a 160 percent increase in revenue over the prior year and earning the company a No. 3 position on this year's Mercury 100 list of fastest-growing local companies.

A Colorado native, Rust was born in Durango but moved to Loveland when he was still a baby. "I'm as close to a Loveland native as you can get," he joked.

A work ethic was instilled in Rust at a very young age when he began helping his father in his sporting goods store at the age of seven. A career in sporting goods once appeared to be his destiny, but Rust said he walked away from that to work outside.

"I wanted to do something more

physical," he said. "It was just in my mind that I wanted to work outside and create things."

That desire to work outside and create turned into a career as a homebuilder. Rust said he always enjoys seeing homes take shape.

"My favorite part of this job is when I come to work in the morning and there's just a foundation and by the time you go home at night there's walls standing," he said. "It's a satisfying way to measure your own work."

Rust said he specializes in designing and building single-family homes with an emphasis on the semi-custom market. That includes two buyers, he said, the "entry-level" buyer — newlyweds and others looking to buy their first home — and the "move-up" buyer who is ready for a second or third home and has "really figured out what they like and don't like and know what they're looking for."

Rust said he tries to create a reputation of being a builder that listens. "We are known as a builder you can sit down with a blueprint and make any number of custom changes. That's our niche."

And he's not averse to having homebuyers walk through their home as it's being built or bringing in their contractor brother-in-law to critique his work.

"Most builders get nervous about something like that, but I thoroughly enjoy it," Rust said. "I say bring them on. I welcome them to come in. And if there is an error I would much rather know about it right away than have to rip out drywall later on."

Rust is aided by three superintendents who are on call for any changes or questions the homebuyer might have.

"I want people to be able to call them at any time of the day or night," he said. "It's a customer-friendly thing that we do."

Rust subcontracts all of the actual construction to local companies he's

See RUST, 15B

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Appraisal business records high numbers

By Diane Freeman
Business Report Correspondent

FORT COLLINS — A Fort Collins appraisal company is turning in some high numbers when it comes to revenue and employee growth.

Front Range Real Estate Consultants recorded a 151 percent revenue increase in 2002 over 2001 and jumped from three employees to 19.

The business was founded four years ago by president Julie O'Gorman.

"I've been appraising for 10 years but started the company in September 1999 with one employee and myself," she said.

In addition to the Fort Collins headquarters, the business has offices in Cheyenne, Northglenn and Colorado Springs. It opened an office in Grand Lake in December and a new office in Montrose this spring.

The Fort Collins office is the largest facility, with about 30 employees, she said.

The company recently expanded into an additional 2,500 square feet of office space in Fort Collins. Its offices in Northern Colorado now cover some 5,500 square feet.



Front Range Real Estate Consulting
#4 Fastest-Growing Private Company



STEVE PORTER • BUSINESS REPORT

GOOD NUMBERS PEOPLE — Front Range Real Estate Consultants in Fort Collins recorded some impressive revenue numbers in 2002, with a 151 percent revenue growth that earned the firm a No. 4 finish on this year's Mercury 100 Fastest-Growing Private Companies list. Pictured are Julie O'Gorman, owner and founder (seated) and some of her staff.

In its first operating year, Front Range Real Estate Consultants posted modest revenues of \$100,000.

Last year, the company earned \$1.4 million, including revenues from its Cheyenne office, a major jump over 2001's \$550,000 in revenues.

O'Gorman attributed the fast growth to hard work and more name recognition for the company.

"We're doing a lot of appraisals. We've hired a lot of people and trained them," she said.

The company does residential

"We're doing 18 hotels right now all over the region."

— Julie O'Gorman,
Front Range Real Estate Consultants
owner and founder

appraisals, along with appraisals of commercial and resort property.

"I was a certified general appraiser when I first started, so I did commercial and residential work. Most of it was residential appraising then, but now it's about 50-50 between residential and commercial," she said.

The company has six commercial appraisers who work all over the state and in Nebraska and Wyoming.

"We're doing 18 hotels right now all over the region," she said.

O'Gorman said she was approached

See APPRAISAL, 14B

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COURTESY OF FISBECK-SHEEL CONSTRUCTION

PROFITABLE PARTNERSHIP — Bill Sheel (left) and Steve Fisbeck are marking their 10th year as partners and co-owners of Fisbeck-Sheel Construction in Greeley. The company posted a 141.5 percent revenue growth in 2002, placing it No. 6 on the Mercury 100 Fastest-Growing Private Companies list as compiled by *The Northern Colorado Business Report*.

Construction partners hitting their stride

Fisbeck/Sheel posts 141 percent revenue increase in 2002

By Diane Freeman
Business Report Correspondent

GREELEY — Fisbeck/Sheel, a general contracting firm in Greeley, is marking its 10th anniversary this year and going stronger than ever, posting a 141 percent revenue increase in 2002 and placing No. 6 on the Mercury 100 List of Fastest-Growing Private Companies in Northern Colorado.



Fisbeck/Sheel
#6 Fastest-Growing Private Company

The company, founded in 1993 by partners Steve Fisbeck and Bill Sheel, focuses mostly on commercial construction.

"We mainly do shopping centers, banks, churches, multi-family, office buildings and schools," Fisbeck said.

The firm posted revenues of \$12.2 million in 2000, but that dropped to \$8.2 million the next year. In 2002, its revenues jumped to \$19.8 million.

That represented a 62 percent growth from 2000 to 2002, he said.

"We didn't bid a lot of work in 2001 because we had a lot of projects that were supposed to start and didn't. They got delayed until 2002, mostly because of owner decisions," he said.

Fisbeck attributed the increase in revenues over the last two years to the growing size of the firm's projects.

"The size of our projects went up. At first, our projects were \$2 million or less. Now we have bigger projects," he

"Our jump is due to the same number of projects but the average project size has jumped."

— Steve Fisbeck,
Fisbeck/Sheel co-owner

said. "Our jump is due to the same number of projects, but the average project size has jumped."

The company has 20 employees, and that number has remained steady for some time, he said.

The company handles projects from Denver on north to northeast Colorado, but most of its business is in Greeley, Loveland and Fort Collins.

Currently, it is working on the West Fork Village Condominiums, an \$18 million project in Greeley.

"We started it last year and it's about 45 percent done. It will be completed in about a year," Fisbeck said. The project has 180 units and a clubhouse.

Chuck Rehmer, a spokesman for the West Fork Village Condominiums project, said Fisbeck/Sheel has been a key to the project's success.

"I have nothing but accolades for them," Rehmer said. "They have total integrity. They combine old-fashioned customer service with modern efficiencies."

Fisbeck/Sheel also built a \$4.5 mil-

See FISBECK, 15B

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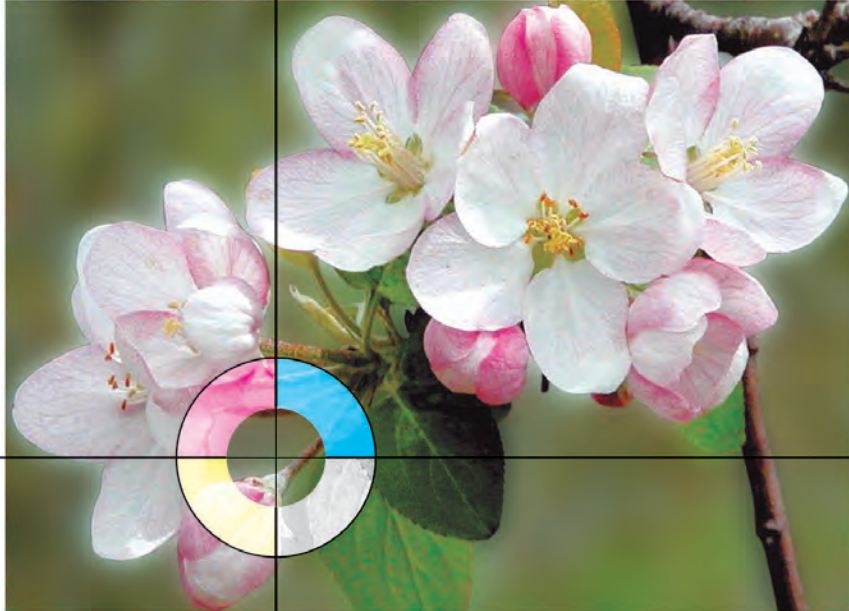
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2	POUDRE VALLEY HEALTH SYSTEM 1024 S. Lemay Ave. Fort Collins, CO 80524 (970) 495-7000/(970) 495-7600	\$349,800,000 \$280,716,963	2,610 2,012	Health care	N/A www.pvhs.org	Rulon Stacey N/A 1925
3	CASE LOGIC INC. 6303 Dry Creek Parkway Longmont, CO 80503-7294 (303) 652-1000/(303) 652-1094	\$165,000,000 \$160,000,000	171 162	Portable & home storage for CDs & cassettes; storage for portable CD players, video camcorders, computer equipment & removable car stereos	customer.service@caselogic www.caselogic.com	Peter Storz/Grant Johnston pres.,vp operations/ 1984
4	LONGMONT UNITED HOSPITAL 1950 W. Mountain View Ave. Longmont, CO 80501 (303) 651-5111/(303) 678-4050	\$161,208,319 \$139,049,482	1,087 973	Radiation therapy, Cardiac Cath Lab, Trauma Center level 3, adult day care, open heart surgery	mcarson@luhcares.org www.luhonline.org	Mitchell Carson CEO,pres. 1959
5	ROCHE CONSTRUCTORS INC. 361 71st Ave. Greeley, CO 80632 (970) 356-3611/(970) 356-3619	\$137,609,000 \$132,592,000	130 145	General contracting and construction	info@rocheconstructors.com www.rocheconstructors.com	Thomas Roche pres./CEO 1971
6	MARKLEY MOTORS INC. 3401 S. College Ave. Fort Collins, CO 80525 (800) 925-3168/(970) 282-6825	\$104,280,000 \$102,710,000	N/A 180	Automobile sales	mmiauto@aol.com www.markleymotors.com	Douglas Markley pres. 1936
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8	CHAMPION CHEVROLET 9050 Colorado Highway 392 Windsor, CO 80550 (970) 686-2572/(970) 686-5552	\$92,762,874 \$73,363,518	125 N/A	Automobile retail	championchevy@qwest.net N/A	John Chamberlain pres. 1999
9	AGLAND INC. 260 Factory Road Eaton, CO 80615 (970) 454-3391/(970) 454-2144	\$79,561,000 \$96,000,000	233 250	Inputs, chemicals, petroleum, hardware, car care center, convenience stores, country stores, retread facility	N/A www.aglandinc.com	Mitch Anderson pres./CEO 1905
10	GOLDEN TRIANGLE CONSTRUCTION 700 Weaver Park Road Longmont, CO 80501 (303) 772-4051/(303) 776-6525	\$71,055,000 \$66,959,000	80 80	Office, civil retail, educational & warehouse construction	blaartz@gtc1.net www.gtc1.net	Jeff Nading pres. 1977
11	COCREATE SOFTWARE INC. 3801 Automation Way Fort Collins, CO 80525 (970) 267-8000/(970) 267-8068	\$71,000,000 \$90,000,000	425 450	Computer-aided design and design-collaboration software	cocreate-info@cocreate.com www.cocreate.com	N/A N/A 1987
12	SHORT ELLIOTT HENDRICKSON INC. (SEH) 2637 Midpoint Drive, Suite F Fort Collins, CO 80525 (970) 484-3611/(970) 484-4118	\$66,169,446 \$55,400,000	50 N/A	Water resources, transportation, geotechnical and environmental engineering	dyadon@sehinc.com www.sehinc.com	Doug Yadon senior principal 1927
13	HALLADAY MOTORS INC. 2100 Westland Road Cheyenne, WY 82001 (307) 634-1511/(307) 778-7491	\$59,498,027 \$47,563,433	75 81	New and used vehicle sales, parts and accessories, paint and collision repair	timj@halladaymotors.com www.halladaymotors.com	Timothy Joannides/Christopher Joannides pres./v.p.,general manager 1944
14	PEDERSEN TOYOTA/PEDERSEN VOLVO 4455 S. College Ave./4455 S. Mason St. Fort Collins, CO 80525 (970) 223-3100/(970) 223-3651	\$57,700,000 \$58,028,308	105 102	Toyota, Volvo, sales, leasing, retail and service, parts and collision repair	pedersenautos@salesenhancer.com www.pedersenautoplaaza.com	Gerry Pedersen owner 1972
15	WESTERN UNITED ELECTRIC SUPPLY CORP. 100 Bromley Business Parkway Brighton, CO 80603 (303) 659-2356/(303) 659-8598	\$55,400,000 \$55,500,000	24 24	Electric utility distributor	ron@wue.coop www.wue.coop	Ronald Schott CEO 1976
16	RHOADS CONSTRUCTION INC. 2290 E. Prospect Road, Suite 6 Fort Collins, CO 80525 (970) 482-2996/(970) 482-9468	\$52,000,000 \$47,000,000	38 N/A	General contractor, CM/GC and design-build services	rhoads@rhoadsconstruction.com www.rhoadsconstruction.com	Mark Baldwin pres./CEO 1988
17	AMERICAN PRIDE CO-OP 55 W. Bromley Lane Brighton, CO 80601 (303) 659-1230/(303) 659-8719	\$47,637,442 \$60,602,854	166 160	Farm supplies, lawn and garden products, fertilizer, chemicals and petroleum	ampride@amnix.com www.ampride-coop.com	Al Shivley pres./CEO 1936
18	GENESEE CO. LLC 4821 Wheaton Drive, Suite 200 Fort Collins, CO 80525 (970) 223-2142/(970) 223-2148	\$40,000,000 \$44,000,000	26 25	Home builders	N/A N/A	Rudy Hansch manager 1979
19	ALLIANCE CONSTRUCTION SOLUTIONS LLC 2725 Rocky Mountain Ave., Suite 100 Loveland, CO 80538 (970) 663-9700/(970) 663-9750	\$38,000,000 \$32,000,000	55 75	General contracting & construction management	info@allianceconstruction.com www.allianceconstruction.com	Clayton Schwerin CEO,pres. 1982
20	PRATT PROPERTIES LP 2101 Ken Pratt Blvd., Suite 200 Longmont, CO 80501 (303) 776-4496/(303) 776-4946	\$31,100,000 \$43,100,000	15 25	Design, build, own and operate high-tech real estate and commercial development	N/A www.prattprop.com	Susan Pratt pres. 1912
21	LEHMAN COMMUNICATIONS CORP. 350 Terry St. Longmont, CO 80501 (303) 776-2244/(303) 776-9271	\$31,056,184 \$30,711,291	225 231	Newspaper publishing and printing, including Daily Times-Call, Loveland Daily Reporter-Herald, Lafayette News, Louisville Times, Erie Review, Longmont FYI.	news@times-call.com www.longmontfyi.com	Edward Lehman/Dean Lehman CEO,publisher/pres.,editor 1957
22	PARKSIDE HOMES 2702 Rigden Parkway Fort Collins, CO 80524 (970) 407-9551/(970) 224-9445	\$30,520,000 \$13,890,000	19 18	Home builders; multifamily, single family	matt@parksidehomes.net www.parksidehomes.net	Matt Deal/Scott McDonald manager/manager 1996
23	GRAY OIL CO. 804 Denver Ave. Fort Lupton, CO 80621 (800) 464-4729/(303) 857-1641	\$30,298,684 \$26,770,083	60 60	Fuel, lubes and chemicals	tina@grayoil.net N/A	Tina Powell pres. 1937
24	TECHNOLOGY INTEGRATION GROUP 2330 N. Main St., Suite C Longmont, CO 80501 (303) 651-1177/(303) 530-1606	\$28,300,000 \$23,500,000	18 16	System i ntegrator, computer services, equipment, network, supplies, help desk, all major software and hardware	john.nastasi@tig.com www.tig.com	John Nastasi branch manager 1982
25	SINNETT BUILDERS INC. 2926 E. Mulberry St. Fort Collins, CO 80524 (970) 493-1770/(970) 482-4537	\$27,750,000 \$27,175,000	35 50	Commercial general contractor/construction management	densin@aol.com www.sinnettbuilders.com	Dennis Sinnett pres. 1973

Region includes Larimer and Weld counties, Longmont and Brighton in Colorado, and Laramie and Albany counties in Wyoming.
N/A - Not available

SOURCE: BUSINESS REPORT SURVEY
RESEARCHED BY SONOKO BAYES



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FASTEST-GROWING PRIVATE COMPANIES Part I

(Ranked by revenue growth)

RANK	COMPANY ADDRESS PHONE/FAX	REVENUES 2002 REVENUES 2001 PERCENT CHANGE	EMPLOYEES-LOCAL 2002 2001	PRODUCTS/SERVICES	E-MAIL WEB SITE	PERSON IN CHARGE FISCAL YEAR END
1	NARANJO CIVIL CONSTRUCTORS INC. 1863 Second Ave. Greeley, CO 80631 (970) 356-7909/(970) 356-0887	\$3,300,000 \$1,100,000 200.00%	30 N/A	Concrete construction, stormwater and drainage construction	jerry@naranjocivil.com www.naranjocivil.com	Jerry Naranjo/Herman Naranjo 12/31
2	RICHARDSON CONSTRUCTION INC. 101 Lexington Ave., Suite 2 Cheyenne, WY 82007 (307) 635-6166/(307) 635-6213	\$10,800,000 \$3,660,000 195.08%	21 20	Commercial contractor	rkritchie@worldnet.att.net N/A	Randy Richardson 12/31
3	RUST CONSTRUCTION INC. 225 12th St. S.E. Loveland, CO 80537 (970) 962-9908/(970) 635-3055	\$15,658,252 \$6,011,571 160.47%	4 6	Construction SFR	edatrci@aol.com www.rustconstructioninc.com	Ed Rust 12/31
4	FRONT RANGE REAL ESTATE CONSULTANTS INC. 3702 Manhattan Ave. Fort Collins, CO 80526 (970) 377-8360/(970) 377-8363	\$1,334,485 \$531,000 151.32%	19 3	Full-service valuation company, commercial, residential, resort real estate appraisals, feasibility and consulting services	julie@frreci.com www.frreci.com	Julie O'Gorman 12/31
5	SHARPNET SOLUTIONS 140 W. Oak St. Fort Collins, CO 80524 (970) 472-0354/(970) 493-7177	\$1,900,000 \$762,000 149.34%	9 8	Internet marketing and Website promotion	csharp@sharpnetsolutions.com www.sharpnetsolutions.com	Chris Sharp 12/31
6	FISBECK/SHEEL CONSTRUCTION INC. 3109 35th Ave., Suite A Greeley, CO 80634 (970) 339-4525/(970) 339-4535	\$19,786,402 \$8,193,165 141.50%	15 20	Construction	fisbeckshell@fisbeckshell.com www.fisbecksheel.com	Steve Fisbeck/Bill Sheel 12/31
7	ADVANCED MANUFACTURING TECHNOLOGY 1501 Academy Court Fort Collins, CO 80524 (970) 416-7577/(970) 416-7540	\$10,800,000 \$4,700,000 129.79%	45 35	Empty container conveyance systems	N/A www.amtcolorado.com	Thomas Ingrohom 6/30
8	PARKSIDE HOMES 2702 Rigden Parkway Fort Collins, CO 80524 (970) 407-9551/(970) 224-9445	\$30,520,000 \$13,890,000 119.73%	19 18	Home builders; multifamily, single family	matt@parksidehomes.net www.parksidehomes.net	Matt Deal/Scott McDonald 12/31
9	UNION COLONY EXCAVATING INC. 131 N. 35th Ave. Greeley, CO 80631 (970) 356-7122/(970) 356-0218	\$4,000,000 \$2,000,000 100.00%	25 N/A	General contractor, dirt, utilities, concrete, asphalt	N/A N/A	Lyle Luckerth 12/31
10	BOARDWALK BUILDERS OF NORTHERN COLOARDO INC. 1246 51st Ave. Court Greeley, CO 80634-2121 (970) 351-7596/(970) 351-7596	\$1,400,000 \$750,000 86.67%	1 1	Custom patio homes in Eaton	brdwlkblldr@aol.com N/A	Ronald Randolph 12/31
11	ADVANTAGE BANK 1475 N. Denver Ave. Loveland, CO 80538 (970) 613-1982/(970) 613-1853	\$6,028,000 \$3,546,000 69.99%	30 13	Banking/financial	N/A www.advantagebanks.com	Tom Chinnock 12/31
12	ITX INFO TECH EXPERTS INC. 2625 Redwing Road, Suite 140 Fort Collins, CO 80526 (970) 282-7333/(970) 282-3764	\$2,500,000 \$1,500,000 66.67%	25 25	Full IT services and database management, networking, software/hardware	bhottman@itxfc.com www.itxfc.com	Bruce Hottman 12/31
13	ACCESS COMPUTER PRODUCTS INC. 315 Lincoln Court Fort Collins, CO 80526 (970) 224-2930/(970) 224-2936	\$6,990,000 \$4,211,000 65.99%	79 65	Sells supplies for laser and inkjet printers, copiers and fax machines	access@accessftc.com www.accessftc.com	Joseph Goodell 12/31
14	DELTA CONSTRUCTION INC. 208 Racquette Drive Fort Collins, CO 80524 (970) 498-8766/(970) 498-8770	\$14,400,000 \$9,000,000 60.00%	27 22	Design-build commercial/industrial/office construction	paul@deltaconstruction.com www.deltaconstruction.com	Paul Hoffman 10/31
15	EARTH CHEM INC. P.O. Box 272627 Fort Collins, CO 80527 (970) 223-4998/(970) 223-9775	\$1,325,000 \$830,000 59.64%	2 2	Soil stabilization polymers	earthchem@aol.com www.earthchem.com	Kevin Loucks 12/31
16	CLARK CONSTRUCTION CO. INC. 1530 N. Boise Ave., Suite 204 Loveland, CO 80538 (970) 667-0674/(970) 663-7384	\$9,800,000 \$6,400,000 53.12%	18 17	Institutional construction	clarkconco@aol.com N/A	David Clark 12/31
17	ARROW MOVING & STORAGE 1900 Wyatt Drive Cheyenne, WY 82001 (307) 632-9226/(307) 632-0345	\$7,000,000 \$4,700,000 48.94%	100 N/A	Moving services	jottoes@aol.com N/A	Jim Ottoes 12/31
18	WINDLION INC. 1135 Eighth Ave. Greeley, CO 80631 (970) 353-8430/(970) 353-9485	\$2,058,347 \$1,420,041 44.95%	4 7	Temporary help	kathy.egan@expresspersonnel.com www.expresspersonnel.com	Kathy Egan 12/31
19	HIGHCRAFT BUILDERS INC. 429 S. Howes St. Fort Collins, CO 80525 (970) 472-8100/(970) 266-8262	\$1,808,304 \$1,304,642 38.61%	18 12	Remodels, additions, basement finishes	highcraftbuilders@msn.com www.highcraft.net	Dwight Sailer/Bryan Soth 12/31
20	GOOD DAY PHARMACY 2033 N. Boise Ave. Loveland, CO 80538 (970) 669-7500/(970) 461-4042	\$16,500,000 \$12,000,000 37.50%	75 14	Prescriptions & packaging options for nursing homes and assisted living, specialty compounding, durable medical equipment and supplies	kprice@gooddaypharmacy.com www.gooddaypharmacy.com	Vicki Einhellig 12/31
21	PINNACLE PROPERTY SERVICES 140 W. Oak St., Suite 160 Fort Collins, CO 80524 (970) 407-8131/(970) 407-7369	\$4,750,000 \$3,500,000 35.71%	N/A 6	Property management	vicky@pinnacleproperty.com www.pinnacleproperty.com	Vicky Fanae-Burnett 12/31
22	NATIONAL INSPECTION SERVICES 1136 E. Stuart St., Suite 4204 Fort Collins, CO 80525 (970) 482-1976/(970) 482-3388	\$1,600,000 \$1,200,000 33.33%	12 N/A	Building inspection for pre-purchase lenders, insurers, third-party companies, litigation support and environmental diligence	mail@nationalinspection.net www.nationalinspection.net	Bill Warren 12/31
23	GLEN HOMES LLC. 2707 W. Eisenhower Blvd. Loveland, CO 80538 (970) 663-1897/(970) 635-9169	\$4,250,000 \$3,200,000 32.81%	4 N/A	Residential home building	scott@glencompanies.com www.glencompanies.com	Scott Bray 12/31
24	JVA INC. 4710 S. College Ave. Fort Collins, CO 80525 (970) 225-9099/(970) 225-6923	\$4,300,000 \$3,300,000 30.30%	42 N/A	Full-service structural and civil consulting engineering firm	cchop@jvajva.com www.jvajva.com	Chris Chop 12/31
25	MATCHLESS MILLWORK INC. 610 Fifth Ave. Greeley, CO 80632 (970) 356-8755/(970) 353-2143	\$3,981,932 \$3,074,546 29.51%	28 N/A	Custom cabinetry, trim and millwork items	matchless@info2000.net www.matchlessmillwork.com	N/A 12/31

Region includes Larimer and Weld counties and Brighton in Colorado, and Laramie and Albany counties in Wyoming.
N/A - Not available

SOURCE: BUSINESS REPORT SURVEY
RESEARCHED BY SONOKO BAYES

FASTEST-GROWING PRIVATE COMPANIES Part II

(Ranked by revenue growth)

RANK	COMPANY ADDRESS PHONE/FAX	REVENUES 2002 REVENUES 2001 PERCENT CHANGE	EMPLOYEES-LOCAL 2002 2001	PRODUCTS/SERVICES	E-MAIL WEB SITE	PERSON IN CHARGE TITLE FISCAL YEAR END YEAR FOUNDED
26	ZTS CONSTRUCTION INC. 607 Hemlock Drive Windsor, CO 80550 (970) 686-6861/(970) 686-6451	\$5,500,000 \$4,300,000 27.91%	1 1	Residential construction	zssatrangi@verinet.com N/A	Zachariah Satrang N/A 12/31 1994
27	MODULAR CONCEPTS CORP., DBA HORST CO. 937 A St. Greeley, CO 80631 (970) 353-7724/(970) 353-7774	\$1,086,000 \$850,000 27.76%	15 15	Modular animal enclosures, including kennel runs, cages and related products	tracy@horstcompany.com www.horstcompany.com	Dan Horst/Tracy Cantrell pres./v.p., sales 12/31 1980
28	RAPID PROTOTYPING CORP./RAPID PRO MANUFACTURING 14478 I-25 Frontage Road Longmont, CO 80504 (970) 535-0550/(970) 535-0552	\$1,900,000 \$1,500,000 26.67%	25 25	Total product design, prototype parts, cast urethane parts, metal coatings, tooling/injection molding, contract manufacturing	rpc@rapidpro.com www.rapidpro.com	Ron A. Angstead/Brent Murray CEO, pres./v.p. N/A 1993
29	CHAMPION CHEVROLET 9050 Colorado Highway 392 Windsor, CO 80550 (970) 686-2572/(970) 686-5552	\$92,762,874 \$73,363,518 26.44%	125 N/A	Automobile retail	championchevy@qwest.net N/A	John Chamberlain pres. 12/31 1999
30	HALLADAY MOTORS INC. 2100 Westland Road Cheyenne, WY 82001 (307) 634-1511/(307) 778-7491	\$59,498,027 \$47,563,433 25.09%	75 81	New and used vehicle sales, parts and accessories, paint and collision repair	timj@halladaymotors.com www.halladaymotors.com	Timothy Joannides/Christopher Joannides pres./v.p., general manager 12/31 1944
31	POUDRE VALLEY HEALTH SYSTEM 1024 S. Lemay Ave. Fort Collins, CO 80524 (970) 495-7000/(970) 495-7600	\$349,800,000 \$280,716,963 24.61%	2,610 2,012	Health care	N/A www.pvhs.org	Rulon Stacey N/A 12/31 1925
32	BANISTER CONSTRUCTION INC. 1001-A E. Harmony Road, #187 Fort Collins, CO 80525 (970) 226-6270/(970) 377-0102	\$276,000 \$223,000 23.77%	1 1	Commercial tenant finish and new residential	brianb@banisterconstruction.com www.banisterconstruction.com	Brian Banister pres. 12/31 2000
33	RESURRECTION CHRISTIAN 6502 E. Crossroads Blvd. Loveland, CO 80538 (970) 667-1610/(970) 667-1643	\$608,000 \$493,000 23.33%	21 N/A	K-12 education	droth@rez.org www.rez.org	Doug Roth administrator, head of school 7/31 1998
34	EXODUS MOVING & STORAGE 113 Hickory St. Fort Collins, CO 80524 (970) 484-1488/(970) 484-4388	\$1,600,000 \$1,300,000 23.08%	42 24	Moving, storage, packing, residential, commercial, industrial, local, long distance and international moving	movers@exodusmoving.com www.exodusmoving.com	Ilan Levy owner 12/31 1996
35	RMV LANDSCAPE AND MAINTENANCE 2138 Jeffers Fontage Road Loveland, CO 80538 (970) 278-9150/(970) 278-9154	\$3,000,000 \$2,455,000 22.20%	40 N/A	Landscape construction, grounds maintenance	rbyrner@frie.com N/A	Rod Bryner pres. 12/31 1996
36	ENVIRONMENTAL SCIENCES CORP. 1812 56th Ave., Suite C Greeley, CO 80634 (970) 506-1312/(970) 506-1314	\$2,800,500 \$2,300,000 21.76%	12 12	N/A	envsciencescorp@yahoo.com www.envsciencescorp.com	Jeff Lask pres. 12/31 1998
37	PROFESSIONAL AUTOMATION SERVICES 1129 Arapahoe Ave. Berthoud, CO 80513 (303) 494-1861/(970) 532-0793	\$364,000 \$299,300 21.62%	2 2	Networking service, sales; software support, custom program Windows/DOS financial packages, W2/1099 processing	brian@proautomation.com www.proautomation.com	Brian Anderson pres. 12/31 1985
38	ASSOCIATES IN BUILDING & DESIGN LTD. 4803 Innovation Drive, Suite 1 Fort Collins, CO 80525 (970) 225-2323/(970) 225-2395	\$3,700,000 \$3,071,000 20.48%	22 N/A	Design-build, interior design, remodeling and custom homes	rpeterson@abd-ltd.com www.abd-ltd.com	Bob Peterson/Rita Peterson pres./co-owner 12/31 1990
39	WATSON MOVING & STORAGE P.O. Box 689 Estes Park, CO 80517 (970) 586-6683/(970) 577-8234	\$360,000 \$300,000 20.00%	6 5	Moving and storage	estemover@charter.net N/A	Jim Watson pres. 12/31 1957
40	SHORT ELLIOTT HENDRICKSON INC. (SEH) 2637 Midpoint Drive, Suite F Fort Collins, CO 80525 (970) 484-3611/(970) 484-4118	\$66,169,446 \$55,400,000 19.44%	50 N/A	Water resources, transportation, geotechnical and environmental engineering	dyadon@sehinc.com www.sehinc.com	Doug Yadon senior principal 12/31 1927
41	ALLIANCE CONSTRUCTION SOLUTIONS LLC 2725 Rocky Mountain Ave., Suite 100 Loveland, CO 80538 (970) 663-9700/(970) 663-9750	\$38,000,000 \$32,000,000 18.75%	55 75	General contracting & construction management	info@allianceconstruction.com www.allianceconstruction.com	Clayton Schwerin CEO, pres. 12/31 1982
42	HENSEL PHELPS CONSTRUCTION CO. 420 Sixth Ave. Greeley, CO 80631 (970) 352-6565/(970) 352-9311	\$1,879,710,000 \$1,594,205,000 17.91%	730 594	General contracting and construction	mreizt@henselphelps.com www.henselphelps.com	Jerry Morgensen CEO, pres. 12/31 1937
43	LOPIANO'S CATERING/MAD RUSSIAN EVENTS CENTER 2100 Country Club Parkway Milliken, CO 80543 (970) 587-5000/(970) 587-2845	\$1,100,000 \$936,000 17.52%	25 25	Off- and on-premises catering service	sandy@lopianos.com www.lopianos.com	Sandy Farnsworth owner 12/31 1989
44	CHEETAH ADVANCED TECHNOLOGIES INC. 155 E. Boardwalk Drive, Suite 280 Fort Collins, CO 80525 (970) 225-2700/(970) 225-0676	\$4,297,000 \$3,661,000 17.37%	37 35	Computer software; development, sales and support services for highway/heavy/utility construction; construction-material production	admin@cheetahware.com www.cheetahware.com	John Suranyi pres. 8/31 1991
45	BETTER SERVICE DRYWALL INC. 1355 S. Garfield Ave. Loveland, CO 80537 (970) 461-0448/(970) 461-1125	\$2,547,030 \$2,177,250 16.98%	N/A 25	Drywall service for both residential and commercial	bsdrywall2002@yahoo.com N/A	Rita Prinndle/Carl Hughes administrator/ 12/31 1984
46	HIGH PLAINS MECHANICAL SERVICE INC. 2020 Airway Ave. Fort Collins, CO 80524 (970) 221-5645/(970) 221-5682	\$2,100,000 \$1,800,000 16.67%	15 N/A	HVAC	hpm@webaccess.net N/A	Paul Finger/Joyce Finger owner/owner 12/31 1983
47	THARP'S CABINET CORP. 1246 Denver Ave. Loveland, CO 80537 (970) 667-7144/(970) 635-2660	\$4,925,625 \$4,257,750 15.69%	48 45	Kitchen-cabinet manufacturing, bathroom vanities, entertainment cabinets and bookcases	info@tharpcabinets.com www.tharpcabinets.com	David Tharp/Don Fraley owner/pres. 12/31 1971
48	COM-TEK 869 N. Fourth St. Laramie, WY 82072 (307) 721-3188/(307) 721-6219	\$305,000 \$265,000 15.09%	3 2	N/A	comtek@comtekcs.com www.comtekcs.com	Michael Hopkins pres. 12/31 1995
49	LINCOLN PRINTING PLUS 370 N. Third St. Laramie, WY 82072 (307) 742-2022/(307) 721-8130	\$345,000 \$300,000 15.00%	N/A 6	Offset printing, copies and design	lincoln@wyoming.com N/A	Mary Bower owner 12/31 1992
50	COLORADO IRON & METAL INC. 1400 E. Mulberry St. Fort Collins, CO 80524 (970) 482-7707/(970) 493-7821	\$2,190,000 \$1,914,233 14.41%	N/A 18	New metal distributor; scrap metal recycler	kentgarvin@netzero.net N/A	Kent Garvin pres. 12/31 1995

Region includes Larimer and Weld counties and Brighton in Colorado, and Laramie and Albany counties in Wyoming.
N/A - Not available

SOURCE: BUSINESS REPORT SURVEY
RESEARCHED BY SONOKO BAYES

FASTEST-GROWING PRIVATE COMPANIES Part III

(Ranked by revenue growth)

RANK	COMPANY ADDRESS PHONE/FAX	REVENUES 2002 REVENUES 2001 PERCENT CHANGE	EMPLOYEES-LOCAL 2002 2001	PRODUCTS/SERVICES	E-MAIL WEB SITE	PERSON IN CHARGE TITLE FISCAL YEAR END YEAR FOUNDED
51	NEW FRONTIER BANK 2425 35th Ave. Greeley, CO 80634 (970) 339-5100/(970) 339-9692	\$20,816,039 \$18,207,551 14.33%	72 64	Full-service commercial bank	sfroggatte@newfrontierbank.com www.newfrontierbank.com	Larry Seastrom pres. 12/31 1998
52	DURAN EXCAVATING INC. 418 B. Ninth Ave. Greeley, CO 80631 (970) 351-0192/(970) 378-9532	\$5,505,480 \$4,833,901 13.89%	42 N/A	Earthwork, utilities and roadwork	duran2@friei.net N/A	Ernest Duran pres. 12/31 1979
53	GRAY OIL CO. 804 Denver Ave. Fort Lupton, CO 80621 (800) 464-4729/(303) 857-1641	\$30,298,684 \$26,770,083 13.18%	60 60	Fuel, lubes and chemicals	tina@grayoil.net N/A	Tina Powell pres. 6/30 1937
54	KUZMA SUCCESS REALTY 603 E. 17th St. Cheyenne, WY 82001 (307) 638-8660/(307) 638-9455	\$1,304,545 \$1,156,606 12.79%	18 18	Real-estate sales, property management	kuz001@aol.com www.kuzmasuccess.com	Barbara Kuzma broker/owner 12/31 1994
55	HOLIDAY INN CHEYENNE 204 W. Fox Farm Road Cheyenne, WY 82009 (307) 638-4466/(307) 638-3677	\$5,319,637 \$4,732,759 12.40%	100 87	Indoor heated pool, sauna with whirlpool, full-service restaurant and lounge, room service, exercise room.	ddisney@cheyenneh.com www.holiday-inn.com/cheyennewy	Kent Holtcamp general manager 12/31 1981
56	GALLEGOS SANITATION INC. 1104 W. Vine Drive Fort Collins, CO 80521 (970) 484-5556/(970) 484-0662	\$7,074,000 \$6,300,000 12.29%	86 86	Waste disposal & recycling	mtgallegos@gallegossanitation.com N/A	Rudy Gallegos/Gerald Gallegos secretary/treasurer/pres. 12/31 1959
57	IDEAL FENCING CORP. 8119 Indian Peaks Ave Erie, CO 80516 (303) 772-3819/(303) 651-0814	\$7,406,368 \$6,600,000 12.22%	65 65	Installation of fencing and guardrail	jbockelmann@idealfence.com N/A	James Bockelmann N/A 12/31 1983
58	ANVIL GRAPHICS 4722 W. Sixth St. Road Greeley, CO 80634 (970) 356-5870/(970) 346-0208	\$92,000 \$82,000 12.20%	2 1	Creative design solutions in marketing & advertising, using Web design, large format printers, brochures, logos, trade show books, digital and color printing	info@anvilgraphics.com www.anvil-graphics.com	Craig McDowall pres. 12/31 1996
59	NORTHERN COMMUNICATIONS GROUP 2383 W. Eighth St. Loveland, CO 80537 (970) 593-1865/(970) 593-1876	\$1,100,000 \$990,000 11.11%	10 9	Lucent Diamond dealer, computer systems and networks, Internet integration, network cabling	sales@ncgcorp.com www.ncgcorp.com	Jason Long pres. 12/31 1995
60	RHOADS CONSTRUCTION INC. 2290 E. Prospect Road, Suite 6 Fort Collins, CO 80525 (970) 482-2996/(970) 482-9468	\$52,000,000 \$47,000,000 10.64%	38 N/A	General contractor, CM/GC and design-build services	rhoads@rhoadsconstruction.com www.rhoadsconstruction.com	Mark Baldwin pres./CEO 12/31 1988
61	FRONT RANGE INTERNET INC. 213 Linden St., Suite 200 Fort Collins, CO 80524 (970) 221-0700/(970) 224-3883	\$4,210,000 \$3,819,625 10.22%	40 35	Dialup, DSL, Gigabit Ethernet, T1, T3, ATM, frame, colocation, wireless, ISDN, Web hosting, Web development, E-commerce, spam and virus filtering	info@friei.com www.friei.com	Bill Ward pres. 12/31 1995
62	LITTLE GUYS MOVERS 1324 N. College Ave. Fort Collins, CO 80524 (970) 416-9800/(970) 416-9801	\$2,861,000 \$2,600,000 10.04%	20 100	Moving & packing services, retail store	fortcollins@littleguys.com www.littleguys.com	Brandon Fry general manager 12/31 1992
63	GEO-DESIGNS CABINETRY 1720 Balsam Ave. Greeley, CO 80631 (970) 356-0289/(970) 356-1015	\$275,000 \$250,000 10.00%	4 N/A	Kitchen cabinetry, offices, commercial case work	geodes@hotmail.com N/A	Geoff Dunn N/A 12/31 1995
64	CTL THOMPSON INC. 375 E. Horsetooth Road, Building 3, Suite 100 Fort Collins, CO 80525 (970) 206-9455/(970) 206-9441	\$2,200,000 \$2,000,000 10.00%	27 24	Geotechnical, environmental materials engineering and construction materials testing	tchapel@ctlthompson.com www.ctlt.com	Thomas Chapel branch manager 12/31 1976
65	COTNEY PEAK BODY & BATH 640 Innovation Dr Windsor, CO 80550 (970) 674-1999/(970) 674-0112	\$165,000 \$150,000 10.00%	N/A 3	Bath and body products, targeting small "Mom and Pop" stores, catalogs and small department stores & direct mail to end users	sales@cotneypeak.com www.cotneypeak.com	Angela Curtis pres. 12/31 1990
66	A BETTER ALTERNATIVE INC. 501 St. Vrain Lane, Suite 200 Estes Park, CO 80517 (970) 586-3536/(970) 586-5995	\$2,725,000 \$2,478,000 9.97%	N/A N/A	Employment services	gcoffman@charter.net N/A	Gregg Coffman pres. 12/31 1990
67	KAMTZ COS. INC. 901 Josephine Court Loveland, CO 80537 (970) 667-4676/(970) 667-5542	\$3,500,000 \$3,200,000 9.38%	35 33	Kitchen and office cabinetry	kamtz@concentric.net www.kamtzco.com	Jeff Zundel pres. 12/31 1972
68	SKYLIGHTS OF COLORADO 2020 S. College Ave., Suite A4 Fort Collins, CO 80525 (970) 493-8241/(970) 493-2623	\$360,000 \$330,000 9.09%	4 3	Furnish and install solartube and skylights	skylightsofcolorado@msn.com N/A	Mark Lewis manager 12/31 1996
69	ASPEN HOMES OF COLORADO 1204 W. Ash St., Suite D Windsor, CO 80550 (970) 674-9991/(970) 674-9995	\$26,000,000 \$24,000,000 8.33%	24 N/A	Home builder	N/A N/A	Jim Sabin pres. 12/31 2000
70	FOUNDATIONS SQUARED INC. 7191 Lake View Court Windsor, CO 80550 (970) 686-0650/(970) 686-5231	\$1,300,000 \$1,200,000 8.33%	18 17	Foundation contractor servicing Northern Colorado builders	f2inc@friei.net www.FoundationsSquaredInc.com	Alex Ricketson/Brian Westphal pres./co-owner 12/31 1991
71	MARK YOUNG CONSTRUCTION INC. 155 N. College Ave., Suite 220 Fort Collins, CO 80524 (303) 477-9073/(303) 477-9085	\$27,000,000 \$25,000,000 8.00%	95 95	Commercial construction	dguida@markyoungconstruction.com www.markyoungconstruction.com	David Guida pres. 12/31 1989
72	PRUDENTIAL WARNOCK REALTY CO. 883 N. Cleveland Ave. Loveland, CO 80537 (970) 667-2510/(970) 667-2604	\$1,816,595 \$1,689,183 7.54%	N/A N/A	Real estate sales, residential and commercial, farm and development land	davew@pruloveland.com www.loveland-homes.com	Dave Warnock pres. 12/31 1922
73	CONCEPT SYSTEMS INC. 2619 Canton Court Fort Collins, CO 80525 (970) 482-0883/(970) 482-6157	\$4,500,000 \$4,200,000 7.14%	N/A N/A	Scuba certification/training for recreational divers; support for children's scuba clubs, marketing assistance	admin@ssiusa.com www.ssiusa.com	Ed Christini pres. 12/31 1970
74	MINER AND MINER, CONSULTING ENGINEERS INC. 4701 Royal Vista Circle Fort Collins, CO 80528 (970) 223-1888/(970) 223-5577	\$10,300,000 \$9,620,000 7.07%	N/A 96	Develop and implement GIS software for gas, electric, and water utilities	info@miner.com www.miner.com	Jeffrey Meyers pres. 12/31 1946
75	VISION GRAPHICS INC. 5610 Boeing Drive Loveland, CO 80538 (800) 833-4263/(970) 461-8073	\$12,400,000 \$11,600,000 6.90%	85 85	Full-service commercial printer, sheetfed, complete digital prepress, MAN Roland presses, finishing/bindery reports, catalogs, magazines	info@visiongraphics-inc.com www.visiongraphics-inc.com	Mark Steputis pres. 12/31 1952

Region includes Larimer and Weld counties and Brighton in Colorado, and Laramie and Albany counties in Wyoming.
N/A - Not available

SOURCE: BUSINESS REPORT SURVEY
RESEARCHED BY SONOKO BAYES

FASTEST-GROWING PRIVATE COMPANIES Part IV

(Ranked by revenue growth)

RANK	COMPANY ADDRESS PHONE/FAX	REVENUES 2002 REVENUES 2001 PERCENT CHANGE	EMPLOYEES-LOCAL 2002 2001	PRODUCTS/SERVICES	E-MAIL WEB SITE	PERSON IN CHARGE TITLE FISCAL YEAR END YEAR FOUNDED
76	RC TELECOM INC. 6250 W. 10th St., Suite 1 Greeley, CO 80634 (970) 356-4572/(970) 352-5004	\$1,000,000 \$938,000 6.61%	12 9	Avaya, 3com, structured cabling	rcteleco@rctelecom.com www.rctelecom.com	Paula Johnson/Steve Johnson owner/owner 12/31 1991
77	STA LABORATORIES INC. 1821 Vista View Drive Longmont, CO 80504 (303) 651-6417/(303) 772-4003	\$2,130,000 \$2,000,000 6.50%	20 17	Independent quality testing of seed and other agricultural products	info@stalab.com www.stalabs.com	Darrell Maddox pres. 12/31 1988
78	COMPUTER BROKERS OF NORTHERN COLORADO LLC 3005 W. 29th St., Unit C Greeley, CO 80631 (970) 304-1315/(970) 351-8080	\$738,000 \$694,000 6.34%	11 7	Computer sales, system integration, upgrades, repairs, networking and Internet	shawn@cbrokers.com www.cbrokers.com	Shawn Haskins owner 12/31 1994
79	COTTONWOOD CLUB 6813 S. College Ave. Fort Collins, CO 80526 (970) 226-3463/(970) 226-2443	\$600,000 \$565,000 6.19%	7 7	Full-service event center; conferences, banquets, weddings, rehearsal dinners	N/A N/A	Kerry Schroeder/Michael Schroeder owner/owner 12/31 1996
80	COLORADO PRECAST CONCRETE INC. 1820 14th St. S.E. Loveland, CO 80537-8805 (970) 669-0535/(970) 669-0674	\$6,900,000 \$6,500,000 6.15%	63 67	Precast concrete products, including small buildings	cindy@coloprecast.com www.coloprecast.com	Scott Hayward v.p. 12/31 1975
81	PAUL DAVIS RESTORATION 323 Lincoln Court Fort Collins, CO 80524 (970) 221-1281/(970) 221-2411	\$2,040,000 \$1,930,000 5.70%	15 N/A	Full service restoration and remodeling	pemaj@pdr-usa.net www.pdremodel.com	Phil Majerus N/A 12/31 1995
82	HAMLIN ELECTRIC SERVICES INC. 1206 Patterson Court Fort Collins, CO 80526 (970) 217-1834/(970) 419-0576	\$4,750,000 \$4,500,000 5.56%	60 N/A	Electrical contractor with fire alarm and security capabilities	wade@hamlinelectric.com www.hamlinelectric.com	Wade Hamlin v.p. 12/31 1978
83	BRINKER'S INTERIOR DESIGN INC. 466 S. Link Lane Fort Collins, CO 80524 (970) 484-7200/(970) 484-7205	\$1,000,000 \$950,000 5.26%	N/A N/A	All types of flooring	brinkerbid@aol.com www.brinkerinteriordesign.com	Robert Brinker/Dale Brinker owner/ 12/31 2000
84	SOVEREIGN TRAVEL 1660-H N. Fourth St. Laramie, WY 82072 (307) 742-0728/(307) 742-8791	\$2,119,000 \$2,019,295 4.94%	4 5	Air, hotel, cars, tours and packages, cruises, rail and limo services	sovtrvl@aol.com N/A	Melissa Maki general manager,owner 12/31 1994
85	NATURAL RESOURCES CONSULTING ENGINEERS 131 Lincoln Ave., Suite 300 Fort Collins, CO 80524 (970) 224-1851/(970) 224-1885	\$4,500,000 \$4,300,000 4.65%	N/A N/A	Consulting engineers in civil, water resources and environmental engineering	N/A www.nrce.com	Woldezion Mesghinna pres. 12/31 1989
86	CAFE BLUEBIRD 524 W. Laurel St. Fort Collins, CO 80521 (970) 484-7755/(970) 493-0760	\$500,000 \$480,000 4.17%	21 20	Restaurant	cafeblue@frii.com www.cafebluebird.com	Edie Hopkins-Dahlgren owner 12/31 1978
87	MOUNTAIN 'N' PLAINS INC. 920 S. Taft Hill Road Fort Collins, CO 80521 (970) 221-2323/(970) 221-5310	\$2,537,739 \$2,439,980 4.01%	N/A N/A	Property management	charliekoons@mountain-n-plains.com www.mountain-n-plains.com	Charlie Koons owner, broker 12/31 1979
88	AGTOWN TECHNOLOGIES 800 Eighth Ave. Suite 321 Greeley, CO 80631 (970) 353-6227/(970) 392-2646	\$260,000 \$250,000 4.00%	4 4	Online community created specially for farmers and ranchers that offers Internet-based business communication and commerce solutions	agtown@agtown.com www.agtown.com	Clair Orr CEO 12/31 1999
89	ROCHE CONSTRUCTORS INC. 361 71st Ave. Greeley, CO 80632 (970) 356-3611/(970) 356-3619	\$137,609,000 \$132,592,000 3.78%	130 145	General contracting and construction	info@rocheconstructors.com www.rocheconstructors.com	Thomas Roche pres./CEO 12/31 1971
90	ENGINEERING COMPUTER CONSULTANTS INC. 5832 S. College Ave., Suite C Fort Collins, CO 80525 (970) 229-5888/(970) 229-5895	\$5,500,000 \$5,300,000 3.77%	25 23	Computers and system integration, customization, database and workflow software development; training and security assessments, HIPAA assessments, Cisco & Citrix	info@engcc.com www.engcc.com	Tim Reeser/Tony English chairman, CFO/CEO, pres. 12/31 1994
91	COLORADO HISTO-PREP 319 Lincoln Court Fort Collins, CO 80524 (970) 493-2660/(970) 493-8834	\$280,000 \$270,000 3.70%	12 12	Prepares microscopic histology slides	rbawa@histoprep.com www.histoprep.com	Rajan Bawa pres. 12/31 1983
92	WYOMING EMPLOYEES CREDIT UNION P.O. Box 548 Cheyenne, WY 82003-0548 (307) 635-7878/(307) 635-7707	\$7,620,101 \$7,356,425 3.58%	44 42	Financial	admin@wyo.org www.wyo.org	Kimberly Withers N/A 12/31 1954
93	NOLTE ASSOCIATES INC. 1901 Sharp Point Drive, Suite A Fort Collins, CO 80525 (970) 221-2400/(970) 221-2415	\$2,077,000 \$2,012,000 3.23%	19 21	Full-service engineering, planning & surveying firm for public and private sector clients	linda.hoffmann@nolte.com www.nolte.com	Linda Hoffmann director 12/31 1949
94	FIONA'S EUROPEAN DELICATESSEN & CATERING 181 N. College Ave. Fort Collins, CO 80524 (970) 482-2219/(970) 482-2565	\$700,000 \$680,000 2.94%	15 9	Pick up, delivery, full-service off-premises catering and event planning	fionas@verinet.com www.fionas.com	Scott McBryde/Elizabeth McBryde owner/owner 12/31 1999
95	THE ENGINEERING CO. 2310 E. Prospect Road, Suite B Fort Collins, CO 80525 (970) 484-7477/(970) 484-7488	\$3,500,000 \$3,400,000 2.94%	38 38	Civil consulting	wmesloh@tec-engrs.com www.tec-engrs.com	Warren Mesloh/Brian Zick pres./partner 12/31 1985
96	SINNETT BUILDERS INC. 2926 E. Mulberry St. Fort Collins, CO 80524 (970) 493-1770/(970) 482-4537	\$27,750,000 \$27,175,000 2.12%	35 50	Commercial general contractor/construction management	densin@aol.com www.sinnettbuilders.com	Dennis Sinnett pres. 12/31 1973
97	SPECIAL APPLICATION ROBOTICS INC. DBA S.A. ROBOTICS 3985 S. Lincoln St., Suite 100 Loveland, CO 80537 (970) 663-1431/(970) 663-5898	\$1,530,000 \$1,500,000 2.00%	18 20	Engineering and prototype manufacturing	info@sarobotics.com www.sarobotics.com	Dan Johnson/Debbie Johnson pres./CFO 12/31 1992
98	ST. VRAIN MOVING & STORAGE 1800 E. Harmony Road Fort Collins, CO 80524 (970) 266-8686/(303) 776-3274	\$5,300,000 \$5,200,000 1.92%	45 N/A	Moving and storage	dgaither@stvrainmoving.com www.stvrainmoving.com	Bryan Scadden/Kevin Reddy general manager/sales manager 12/31 1958
99	SCHROLL CABINETS INC. 821 Bradley Ave. Cheyenne, WY 82007 (307) 632-4278/(307) 634-7537	\$6,300,000 \$6,200,000 1.61%	100 100	Residential cabinetry	corporate@schrollcabinets.com www.schrollcabinets.com	Mike Schroll/John Schroll v.p./pres. 12/31 1974
100	BEST WESTERN COACH HOUSE 5542 E. U.S. Highway 34 Loveland, CO 80537 (970) 667-7810/(970) 667-1047	\$1,206,878 \$1,188,078 1.58%	35 N/A	King-size beds, refrigerators, microwaves, hairdryers, TV, VCR, HBO, coffee makers in room, continental breakfast	06114@hotel.bestwestern.com www.lovelandhotel.com	Shawn Beard general manager 12/31 1973

Region includes Larimer and Weld counties and Brighton in Colorado, and Laramie and Albany counties in Wyoming.
N/A - Not available

SOURCE: BUSINESS REPORT SURVEY
RESEARCHED BY SONOKO BAYES

CONCRETE, from 3B

lio of projects. The company's innovation led to a concrete style that looks like sandstone.

"We just finished a project in Evans that was a concrete shorelining and it has sort of a faux finish," he said. "Around the perimeter of the pond is a concrete cap where we had to simulate the look of sandstone. Our guys have never done anything like it. But we put a crew in there that normally does structural concrete and they just went in and built it. It is definitely the look of the future for concrete."

Naranjo works mainly with municipalities and developers in the area. Hall-

Irwin recently did some work with Naranjo Civil Constructors on the new Centerplace retail development in Greeley.

"The company is a very professional and highly respected subcontractor," said Adam Mack, vice president of Hall Irwin. "Jerry is really responsible with bids and taking on projects."

Naranjo says the company's quality reputation is one of the reasons for its success.

"There is a lot of construction companies around and one of the things we like to hang our hat on is that we have been around for a long time," Naranjo said. "We really guard our reputation because we want to do work in the city of Greeley today, the next day and for 10 years to come."

APPRAISAL, from 6B

by Coldwell Banker about opening an appraisal office in Mexico and is considering opening an office in Cabo San Lucas on the western coast by the end of this summer.

"I've already sent someone down there to check it out. We would do both residential and commercial appraising there," she said.

Coldwell Banker approached the appraisal company because lending for property in Mexico is done from the United States. "They're not using Mexican lending institutions, and they need appraisers who can do the work in English," she said.

O'Gorman said the appraisal busi-

ness is fairly competitive in the Northern Colorado market. However, she said she knows of only one other appraisal business in the area that is owned by a woman.

The firm has a staff of experienced appraisers and professional support personnel in economics, demographics, government, planning, property tax consulting, litigation support and development.

The business offers a 24-hour turnaround time from inspection to completion. Clients have included banks, insurance companies, the federal government, various state and local governments, private individuals and investors.

The company also offers a full range of appraisal and consulting services, including development feasibility analysis, appraisal, demographic analysis, sales data trending, testimony, negotiation and other related consulting services.

Some of its recent appraisal projects include the Empire Hotel in Fort Collins, the Estes Park Municipal Buildings in Estes Park, the Rigden Farm Subdivision, part of the Fort Collins Housing Authority in Fort Collins, and the Park South Office and Storage Development in Fort Collins.

Others include Centennial East Corporate Center in Englewood, Boyd Lake Veterinary Center in Loveland and Norfolk Street Business Center in Aurora.

The company provides valuations for many types of properties, including shopping centers, industrial buildings, office buildings, subdivisions, multifamily projects, hotels and resort properties.

The firm's clients include banks and other lending institutions, mortgage companies and mortgage brokers, Realtors, homeowners, tax appeal/grievance assignments, third-party relocation companies and relocating homeowners, investors and commercial appraisal services.

CATALOGS, from 4B

jobs. I think it makes for better profit margins. That's how we got where we are today."

Richardson said he's managed to avoid the pitfalls of the construction labor shortage on the Front Range.

"I think I pay more benefits than anybody," he said. "I pay a good wage. I have a 401(k) for them, paid holidays and vacations. And I pay for the employees' health care."

That makes it difficult to bid low on jobs, but Richardson said it's worth it. "I haven't had a hard time getting employees."

Most importantly, the experience of the large Sierra Trading Post contract has allowed Richardson Construction to expand its bonding capacity. And that means the potential for more major projects.

"I like doing those (large contracts)," Richardson said. "One big job would be great for me. It's just a lot easier to manage."

His long-term goals call for more than doubling the company's size.

"Five-to-10 years from now, I would like to be in the \$25 million range," he said.

Richardson expects some of that growth to come in Colorado, as well as the likelihood of public-school projects in Wyoming.

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AWARDS
innovation quotient

FISBECK, from 7B

lion addition to the Good Samaritan Retirement Village in Loveland. Completed about two years ago, the addition featured 36 new condo units, a swimming/therapy pool, a chapel and a mini shopping mall, Fisbeck said.

More recently, the firm completed an addition to a public school in Wiggins. The \$4.4 million project included classroom remodels in the elementary school, along with a new activity center and gymnasium.

Fisbeck said he and Sheel came up through the construction ranks together before forming their company. "Bill and I worked for a prior company together, and then we started our own company," he said.

They had more than 14 years of experience with large construction firms before starting their own business. Fisbeck holds a degree in business administration, while Sheel has a degree in construction science.

The company uses the latest technology to accurately track job costs and scheduling.

The firm has recently moved into building more medical buildings and is constructing three new medical clinics and will start another one soon.

"We've moved into that in the last three to four years. We had done it minimally before," Fisbeck said. "There seems to be more medical being built now. With some hospital acquisition, it has created a need for doctors to look for more space elsewhere."

The contracting firm also built an eight-classroom addition to Dakota Ridge High School in Littleton in 1998.

"Their performance on this project was way above my expectation for a general contractor on a project of this size and scope," said Gary Patrick, design/project coordinator for Jefferson County Public Schools.

"Their knowledge of the construction process and their adaptation to the

district construction process enabled them to complete the project on time and in an acceptable manner," he said.

Other school additions the firm has built include Maplewood Middle School in Greeley, Skyline High School in Longmont and Turner Middle School in Berthoud.

Fisbeck/Sheel also has worked on churches, including St. John Evangelist Catholic Church in Loveland, Longs Peak Meeting House in Lyons and Good Samaritan Spiritual Life Center in Loveland.

Other building projects include the Evans branch of the Weld County Bank, Windsor Retail Center in Windsor, Country Inns and Suites in Greeley and the Red Dragon restaurant in Loveland.

RUST, from 5B

partnered with for years. "Most of these guys have been with me forever," he said. "I pay a better-than-average wage and in return I get a product that's among the best in Northern Colorado."

Rust's biggest project in recent years has been Boise Village in southeast Loveland, where he's designed and built about half of the 200 homes there. In 2002, he built 60 homes in the subdivision.

Part of that success has been in teaming up with Russ Sprague, a Realtor with The Group who began working with Rust about three years ago. Sprague finds the homebuyers for

Rust's homes, and the arrangement has worked well.

Sprague said selling is easy with a partner like Rust. "In my opinion, his commitment to the community and his reputation is unsurpassed by any builder in this area. No other builder is doing what he's doing with the attention he puts into his houses."

The next big project on the drawing board is Alford Meadows in north Loveland, where Rust has purchased more than 100 lots. "This project will have a portion of the homes that are the same as Boise Village, but the balance will be in the mid-\$200s to \$300,000 homes. Those are the homes I just love to build."



When Frank Musso was 12 years old, he became an apprentice in his father's shoe repair business. In those days, his dad was known for making some of the best boots in the West for ordinary folk and fancy cowboys like Roy Rogers.

48 years later, **Quality Shoe Repair** of Loveland offers much more than just boots. But Frank and his wife, Sally, still share his dad's philosophy. "Provide the very best quality and service available anywhere," says Frank, "and your customers will be loyal forever."

That must be why orders come in from all over the USA and Europe, and Quality Shoe Repair has become the largest repair shop in Colorado.



Gene Hastings
VP Business Lending

That's also why Frank won't consider banking anywhere but at **Home State Bank**. "They know our business. And they've *always* been there for us."

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SHARPNET, from 2B

employees in 2001 to 100 workers in 2002.

Unlike most lists compiled by *The Business Report*, the Mercury 100 gives even the smallest companies a chance to shine and finish high on the list. For example, Boardwalk Builders in Greeley grabbed the No. 10 position on the list by posting 87 percent revenue growth in 2002. The one-person custom patio home business owned by Ronald Randolph increased its income from \$750,000 in 2001 to \$1.4 million in 2002.

And even the smallest businesses in terms of actual revenue can score well on the Mercury 100 list. Anvil Graphics in Greeley, a two-person graphics firm, landed at a respectable No. 58 on the list by posting a 12.2 percent revenue growth that saw its 2001 revenue of \$82,000 climb to \$92,000 in 2002.

Onward and upward.

Congratulations to all the companies that participated in this year's Mercury 100 awards competition. And best of luck to all in 2003.



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