

Published by:

Northern Colorado
**BUSINESS
REPORT**

Special Section B, May 12-25 2006, www.ncbr.com

Mercury 100

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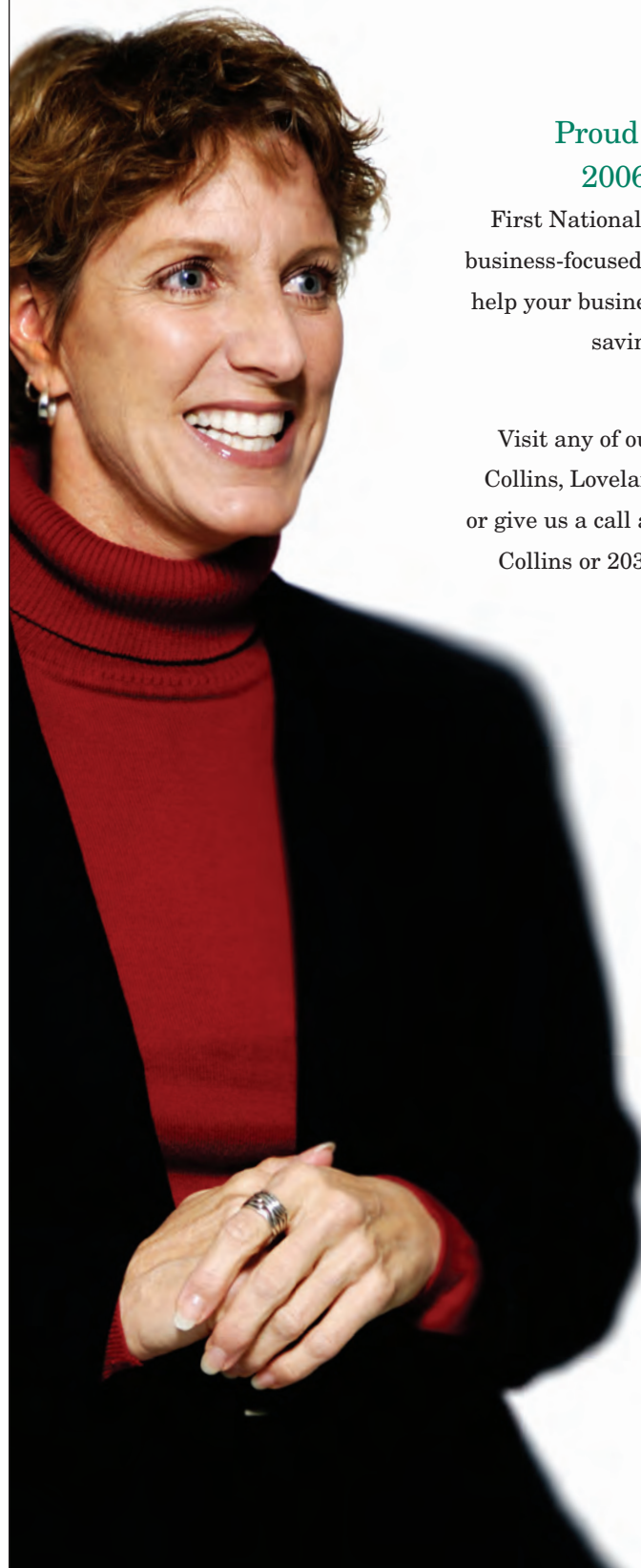
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Qualifications

The 2006 *Northern Colorado Business Report* Mercury 100 ranks companies based on two years of revenue growth between 2003 and 2005.

In order to be eligible, a company must be privately owned, reported at least \$100,000 in revenue for 2003, and be based in Larimer or Weld counties, or in Brighton.

The rankings are determined from surveys conducted by the *Business Reports* research staff.

On the cover:

WE'RE NO. 1 – The staff of Brinkman Partners Inc. gathers outside the southeast Fort Collins office. Pictured in front, left to right, are Brandi Shilling, Kevin Brinkman and Paul Brinkman. Standing behind, left to right, are Dan Griffith, Bill Glazener, Tim DeWeese, Jim Ciesla and David Miller.

Photo by Tom Hacker, *Northern Colorado Business Report*



**Northern Colorado's
Fastest-Growing
Private Companies**

Mercury 100: Construction sector still one hot item

But top 25 reflects broad range among local success stories

By Robert Baun
rbaun@ncbr.com

It's become a rite of spring.

The annual *Northern Colorado Business Report* Mercury 100, which tracks the fastest-growing private companies in the region, makes it clear again this year that construction continues to dominate the local economy.

In all, 37 companies in this year's list — the seventh annual Mercury 100 — are directly or indirectly related to the construction sector. That's down slightly from previous years, when 41 construction sector businesses filled the 2005 Mercury rankings, and 42 appeared in the 2004 list.

Still, the hefty presence shows building is boss.

But unlike recent years, the top 25 Mercury companies reflect a diversity of industries: two banks, a marketing company, a biotechnology business, a contract manufacturer and even a veterinary clinic are among the top quartile of fast companies.

The five Mercury honorees profiled in these pages represent this variety, running from No. 1 Brinkman Partners — a one-of-a-kind real estate firm — to No. 8, Sage Marketing, an “open-source” consultant.

Also unlike past years, the 2006 Mercury 100 is recognizing staying power.

Previous Mercury rankings reflected one year of growth. For the first time this year, the Mercury 100 companies are ranked for two years of growth.

Among the non-construction sectors that populate the top 25, high technology has a notable presence. Two IT consulting companies, two software businesses, an Internet service provider and Web-based map service are sharing the spotlight.

One of those companies, Techsmart Solutions of Fort Collins, posted 120 percent growth over the two-year survey period, and topped \$1 million in revenue last year.

“The economy is still recovering and companies will cut budgets, but IT is one

they can't,” said Andrew Hensen, president of the 8-year-old company. “They still need to continue their IT focus.”

Hensen believes his firm and other IT service providers are riding a wave of technology investment from small businesses, which constitutes his target market.

“It's kind of cyclical,” he said. “Every few years customers have to upgrade. Typically it's a three- to five-year process.”

That cycle prompts Hensen to project up to 40 percent in growth in 2006, a figure that would likely land him back in the Mercury 100 next year.

Because of the change to the two-year growth measurement, it's not possible to directly compare growth rates of Mercury companies between last year and this year. Still, some comparisons are worth noting:

- The top company in the 2006 Mercury ranking, builder and developer Brinkman Partners of Fort Collins, registered 527 percent growth for the two-year period, and 197 percent for one year (2004-05). Last year's No. 1 company reported 199 percent growth for one year.

- The floor for Mercury companies was also higher. In 2005, 12.4 percent growth was good enough for No. 100. This year's No. 100 — Ideal Fencing Corp. of Erie — totaled 28 percent growth for two years and 18.4 percent for one year.

- Sixteen different cities and towns are represented in the ranking.

- Forty-one companies made a repeat appearance from last year.

- Fourteen of last year's top 25 were back in the Mercury 100 this year.

- Last year's No. 1 company, Ensign Power Systems Inc. of Loveland, finished ninth in the 2006 list. Ensign's two-year growth was 174 percent.

- Youth was served. Fifteen of this year's Mercury 100 companies were founded since 2000, and 35 are 10 years old or less.

- The oldest company on the list is Poudre Valley Health System, founded in 1925. The oldest for-profit business is Sears Trostel Lumber Co., started in 1929.

- Thirteen of this year's top 25 were in the Mercury 100 in 2005.

- You're never too big to grow. Twenty-one companies in this year's list recorded at least \$10 million in revenue. That compares to just 13 such companies in last year's Mercury 100 list.

Shoulders to wheel, Brinkman bros. rise to top

Fort Collins real estate partnership Mercury's No. 1

By Tom Hacker
thacker@ncbr.com

FORT COLLINS — Borrowing from business guru Jim Collins, Kevin Brinkman describes how it took a nudge from his brother, Paul, to get the Brinkman Partners' "flywheel" spinning.

The momentum that Paul Brinkman brought to bear in 2005 when he joined the company his younger brother founded was enough to make it the fastest growing in Northern Colorado, as measured by the *Business Report's* 2006 edition of the Mercury 100 list.

In Northern Colorado's busy and populous real estate and construction community, Brinkman Partners LLC is a bit of an odd duck. Combining real estate brokerage, land development, resort property management and construction under one Oakridge Business Park roof, the Brinkman brothers and their partners have created a one-of-a-kind real estate services company.

"Our success is in knowing what aspects of real estate people are interested in, then filling those niches," Kevin Brinkman said. "It's integrated real estate, a one-stop shop, with a team approach."

It's also a business in which construction workers have MBAs, and that donates vaca-



#1 Fastest-Growing Private Company

Brinkman Partners LLC

Founded: 2003
Management: Kevin and Paul Brinkman, principals
Headquarters: Fort Collins
Product/Service: Real estate brokerage, land development, construction, resort property management.
Employees: 12
2005 revenue: \$13.26 million
Two-year growth: 527 percent

SOURCE: BUSINESS REPORT RESEARCH

tion-home time shares to help fund non-profit community groups.

The formula that Kevin Brinkman, 28, and brother Paul, 32, have applied to their business obviously works to a tee, as three years worth of numbers show.

Flying solo, Kevin Brinkman managed \$2.1 million in revenue during 2003, the



Tom Hacker, Northern Colorado Business Report

TEAM BRINKMAN — Kevin Brinkman, left, and brother Paul have posted a fivefold revenue increase in two years at Brinkman Partners, their integrated real estate and construction business in Fort Collins.


year he founded the business. The next year, he and his small staff doubled income to \$4.47 million.

But in 2005, the year Paul Brinkman left his post as chief operating officer of The Neenan Co. to join his brother, Brinkman Partners rolled in \$13.26 million — a two-year increase of 527 percent.

"We got the big jump with Paul coming on last year," Kevin Brinkman said. "That really got us moving."

The 12-member team the Brinkmans have assembled embody qualities seldom found in the real estate and construction business. For example, about half the


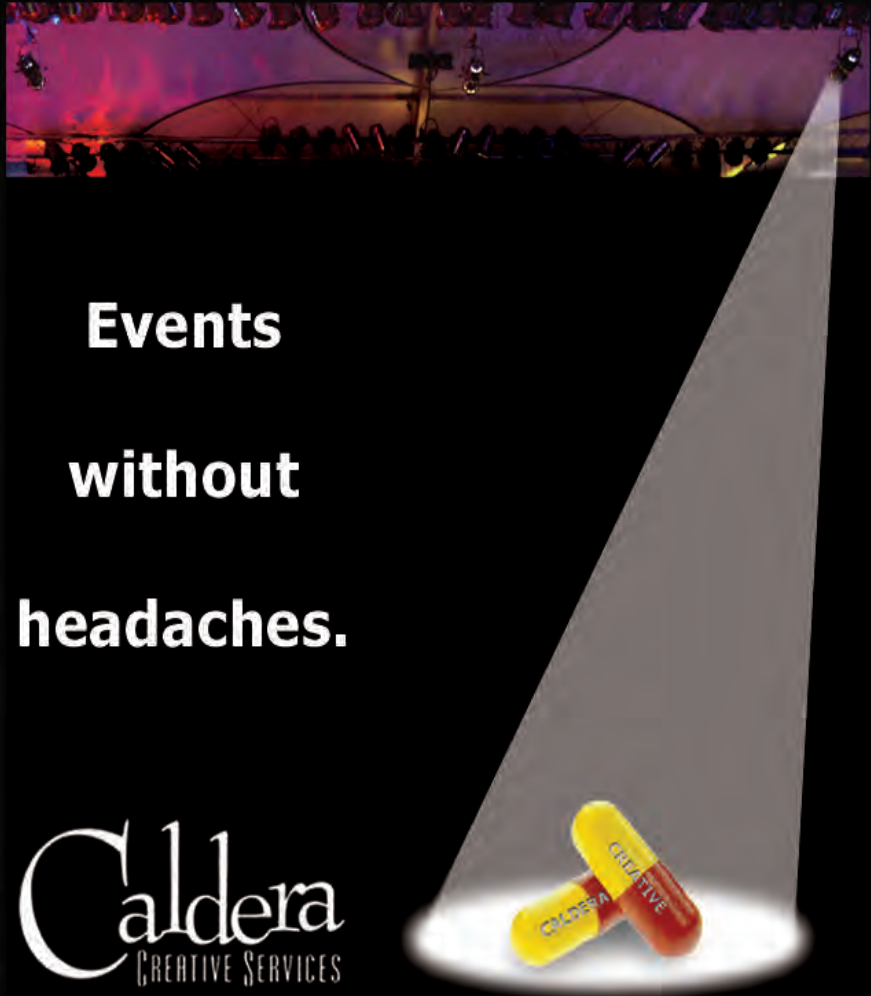
See BRINKMAN, 15B



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Kristen Bastian, Northern Colorado Business Report

LIKE A DREAM — Mark and Deb Hovey, president and controller for Dream Theater Colorado, and Gabe Hernandez, middle, use the in-store demonstration room not only to show clients what they can do, but also to fine-tune custom set-ups. Dream Theater Colorado is Northern Colorado's second-fastest growing private company.

Home theatre service records dream growth

Loveland business sheds reliance upon satellite installation



#2 Fastest-Growing Private Company

By Kristen S. Bastian
kbastian@ncbr.com

LOVELAND — Hollywood isn't the only place to make money in entertainment.

Loveland-based Dream Theater Colorado is growing its 25-year-old business by catering to the growing home-entertainment industry and melding it with rapidly changing technology.

"If it has to do with entertainment in the home, that's what we do," said president and owner Mark Hovey.

When Hovey purchased Dream Theater Colorado in August 2003, the company was focused on satellite sales and installation. The previous owner had begun to evolve the business to offer home theater solutions to add value and possibly boost revenues.

At the time Hovey purchased the company, about 90 percent of the business was in satellites, with the remaining in home theater.

Today, after a merger and rebranding effort, the company has flip-flopped — with nearly all of its revenue from the home entertainment business. In 2005, the company experienced more than \$600,000 in revenues, an increase of 380 percent from 2003. The rapid growth makes Dream Theater Colorado the second-fastest growing company in the region, according to the latest *Business Report Mercury 100* ranking.

Although the staff is small, Hovey hasn't done it alone. Shortly after purchasing the company, he was contacted by Gabe Hernandez about a potential partnership. Hernandez had been running an in-home audio and video consulting company, but was interested in working with some of the region's more established companies.

Hernandez said he called a number of Dream Theater Colorado's competitors, but didn't receive so much as a return call until he left a message for Hovey. The two quickly realized that Dream Theater Col-

Dream Theater Colorado

Founded: 1981
Management: Mark Hovey, president
Headquarters: Loveland
Product/Service: Offers low-voltage system integration with an emphasis in custom-home theaters, smart-home systems and home audio and video systems.
Employees: N/A
2005 revenue: \$603,000
Two-year growth: 380 percent

SOURCE: BUSINESS REPORT RESEARCH

orado's client base would benefit greatly from Hernandez's expertise.

Hernandez is a registered calibration specialist, one of the few in the state, Hovey explained. A calibration specialist is trained to ensure that audio and video equipment is working at its optimum level — taking into account such elements as room dimensions, sound wavelength and intensity and proper bandwidth.

The initial plan was for the two companies to partner, but that's not how it worked.

"We realized that we needed to do this under one umbrella," Hernandez said.

The companies joined forces and moved forward on a rebranding campaign that would meld the two into a complete home-technology integration company.

Dream Theater Colorado isn't only about optimizing home entertainment systems. The company offers wiring services, whole-house integration and even construction consulting on pre-build projects.

See DREAM THEATER, 8B



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Savant Homes has solution to cookie-cutter concept

Custom touches for residential projects at \$180K or \$1.8M

By Tom Hacker
thacker@ncbr.com

FORT COLLINS — Building simultaneously at the rock bottom and at the highest reaches of Northern Colorado's new home market would stretch the capacity of most builders.

For Fort Collins-based Savant Homes Inc., it's all part of the business plan. The knack that Alan and Kim Strope and their nine employees have for creating custom designs — even for a \$180,000 starter home in Wellington — has fueled a business that grew almost 250 percent since 2003.

“Our goal is to have every house we build be different from any other we've built,” said Kim Strope, whose husband launched Savant nine years ago and who serves as the interior design specialist for the builder. “Working together, we've created an awesome team of people that has allowed us to do that.”

Savant's crews had a busy 2005, with 37 new homes built, most in Wellington's Buffalo Creek subdivision. The year prior, they built 25. During the period since 2003, Savant's revenue grew from \$2.3 million to \$8 million, landing the homebuilder in the No. 4 spot on the *Business Report's* Mercury



#4 Fastest-Growing Private Company

Savant Homes

Founded: 1997
Management: Alan and Kim Strope, co-owners
Headquarters: Fort Collins
Product/Service: Custom homes.
Employees: 11
2005 revenue: \$8 million
Two-year growth: 248 percent

SOURCE: BUSINESS REPORT RESEARCH

100 list of fastest-growing businesses.

Staking out new, higher-end projects in Windsor for the year ahead, Alan Strope said he wanted to take the company even higher.

“We're doing about \$8 million now, but
See SAVANT, 8B



Tom Hacker, Northern Colorado Business Report

SAVANT CREW — Alan and Kim Strope, left, joined eight members of the Savant team outside their East Mulberry Street offices in Fort Collins.

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Frederick ISP expands customer base at high speed

Mesa Networks vies with Comcast, Qwest along Front Range

By Kristen S. Bastian
kbastian@ncbr.com

FREDERICK — When a generator went out in Longmont, Internet service provider Mesa Networks lost three transformers, but customers only lost access to their 'Net connection for a short time.

One of Mesa's employees sat at the transmission site, powering it with the battery in his car until the generator was restored. Because of this, what might have been a day and night without access was only a few hours — the longest downtime Mesa has ever experienced, according to David Kennedy, director of engineering for the company.

Located in the unlikely town of Frederick in southwest Weld County, Mesa concentrates on getting high-speed Internet access to those who might not have another option

"The primary need was to serve the underserved markets," said Kennedy.

Mesa Networks started in 2000 with service to Longmont, and is now available along most of the Front Range — from Colorado Springs to Fort Collins. While its geographic footprint is growing, so is its economic footprint. In 2005, the company generated \$5.17 million in revenue — an



#5 Fastest-Growing Private Company

Mesa Networks

Founded: 2000

Management: Todd Bergstrom, CEO

Headquarters: Frederick

Product/Service: Provides high-speed, wireless Internet access to businesses and residence along the Front Range.

Employees: 18

2005 revenue: \$5.17 million

Two-year growth: 240 percent

SOURCE: BUSINESS REPORT RESEARCH

increase of almost 240 percent from its 2003 revenues. Mesa is the fifth-fastest growing company in Northern Colorado, according to the *Business Report's* Mercury 100 awards.

At six years old, Mesa an elder in the world of wireless Internet service providers. "We were one of the first to deploy the



Kristen Bastian, Northern Colorado Business Report

NETWORKED — Mesa Networks CEO Todd Bergstrom, front right, is surrounded by talent with his team. The company that started with three employees in 2000 has grown to 18 full-timers.

equipment," explained Keith Bergstrom, the company's director of equipment sales.

Back then, the company consisted of Kennedy, CEO Todd Bergstrom and Chief Technology Officer Bill Fowler. Now, in addition to the 18 on staff, the company employs 15 to 20 subcontractors.

Because of its technology and its market, Mesa isn't directly competing with heavyweights Qwest or Comcast to deliver high-speed Internet access. However, in the quest for new subscribers, most ISPs are expanding their coverage area.

Mesa's network is overlapping that of the larger providers. Keith Bergstrom estimates

that about 80 percent of Mesa's customers have a choice between Mesa or another provider. Today, the company serves just less than 7,000, up from 4,400 in 2005 and 3,300 in 2004.


Early on, much of the company's growth was organic. But as the market became more competitive, the organic growth slowed. More recently, Mesa has grown through acquisition.

Just last year, the company purchased Peak Internet Solutions. The acquisition gave the company a strong presence in Colorado Springs.

See MESA, 15B



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#8 Fastest-Growing Private Company

Sage Marketing Group

Founded: 2002
Management: Doug Larson, owner
Headquarters: Fort Collins
Product/Service: Marketing and advertising.
Employees: 2
2005 revenue: \$425,000
Two-year growth: 174 percent

SOURCE: BUSINESS REPORT RESEARCH

Sage Marketing uses 'open-source' model to serve its clientele

By Robert Baun
 rbaun@ncbr.com

FORT COLLINS — When Doug Larson left his job as a marketing manager for Agilent Technologies early in 2002, he was one of the few willing to walk away from the high-tech company without a severance package in his pocket.

He wanted to start his own marketing and advertising firm at his own pace, and he wasn't looking for a cushion.

After all, Larson reasoned, "If you get nine or 10 months worth of salary, how hard are you going to work at it?"

Larson has been working hard at it since then, leading his Sage Marketing Group to 174 percent revenue growth between 2003 and 2005 — good enough to rank No. 8 in the *Business Report's* annual Mercury 100 list.

Larson, 36, got started on his marketing career in 1993, soon after his basketball playing days at Colorado State University. The 6-foot-8-inch Larson traded in his sneakers for a job as a marketing assistant with CSU's athletic department, at the same time he was finishing work on his master's degree.

By 1994 he moved on to Schrader's Country Stores, the Fort Collins-based convenience store chain, where he was an account executive.

After three years with Schrader's, Larson joined Hewlett-Packard Co. in the marketing department. When HP spun off its test and measurement operations in 1999 to become Agilent Technologies, Larson moved to the new company.

During his days with HP/Agilent, Larson grew weary of working with advertising agencies. Customer service was in short supply.

"If I wanted access to a logo, I needed an act of God to do anything," Larson said, wincing at the recollection.



Robert Baun, Northern Colorado Business Report

TALL ORDER — Doug Larson, owner of Sage Marketing Group in Fort Collins, is also a former Colorado State University basketball player. Larson's company ranked eighth in the annual Mercury 100 list of fastest-growing private companies in Northern Colorado.

The irritation helped to motivate Larson to start Sage Marketing in February 2002.

He drew on one of his connections from HP/Agilent to land his first client. Vista Solutions, a supercomputing partner with HP, signed up and gave Larson confidence to strike out on his own.

"It didn't replace my Agilent salary, but it gave me what I needed to say, 'I'm comfortable to go out and do this.'"

Larson started Sage Marketing with \$3,000 and a plan to function as an "open source" agency. That means he provides marketing strategy consulting and contracts out for design, writing and other creative services.

The lean structure allowed Larson to pick and choose his creative help, depending on the demands of his client. He eventually hired his first full-time employee early last year, responding to growth that started in 2004, when sales jumped 70 percent. After another year of 70 percent growth in 2005, he's expecting to nearly double sales in 2006.

One of the reasons for the Larson's confidence is a new contract with Prudential Rocky Mountain Realtors, a newly formed real estate brokerage that brought together multiple Prudential franchises on the Front Range. Sage Marketing also added Capitol West National Bank to its client roster last year.

The 2006 growth should be helped along by the addition of a business development manager, as well as a new account executive, he said.

At the same time Sage Marketing is growing, Larson is also a 50-50 partner in Team Sage Productions, an event promotions business that conducts events such as the Steamboat Wine Festival, the Park City Food & Wine Festival and the Oyster Racing Series.

Larson's rapid rise with Sage Marketing comes as little surprise to the company's first client. Troy Peterson, the former CEO of Vista Solutions who has since moved on to real estate investment and development, credited Larson with establishing a business model "where he can really differentiate himself. He can run the gamut because of the virtual model. There's no product too small or too large."

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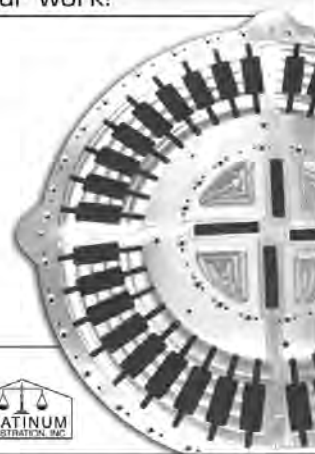
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"If it has to do with entertainment in the home, that's what we do."

Mark Hovey, owner
Dream Theater Colorado

DREAM THEATER, from 4B

The company is seeing increasing demand in the new home market for whole-house wiring systems that integrate not only entertainment electronics, but also computers, telephones and even lighting. Installing whole-house systems, and even small systems, requires plenty of planning. Because of this, Dream Theater Colorado is working on educating consumers and homebuilders about the latest technologies, what they require to work properly and how incorporating such elements as part of the home construction process is really the only way to have the best possible system.

It is not uncommon for Dream Theater Colorado to tell a homeowner that the wiring system installed in their relatively new home will not support the latest technologies.

"Most builders are building homes that are 10 years behind," Hernandez said.

The most common problem the company sees is that the wiring doesn't meet the current industry standards. A major goal for the company is to increase awareness of such standards.

"We have several builders who are working with us," Hovey said.

Builder Harry Poehlmann said that offerings such as those from Dream Theater Colorado are in high demand among the high-end demographic.

"With our clientele, pretty much everyone wants it," he said. "We rarely do a project that doesn't at least get wiring for a surround system."

But Hovey and Hernandez said Dream Theater Colorado's services aren't only for the wealthy. Hovey estimated that the average project runs about \$7,000 and that of the 48 projects the company did last year, only two were in homes that cost more than \$1 million.

Prior to hooking up with Dream Theater Colorado about a year ago, Poehlmann worked with one of the company's competitors. Poehlmann said he likes working with Dream Theater Colorado because of the professional manner in which the business operates.

"We use them exclusively, unless a home owner already has a company for that," he said.

Poehlmann said Dream Theater Colorado did about a dozen jobs with him this year and estimates that it will double next year.

With continuing education and rising demand, Dream Theater Colorado is set up to continue its strong growth in the region.

"Our goal is to have every house we build be different from any other we've built."

Kim Strope, co-owner
Savant Homes Inc.

SAVANT, from 5B

in the next two years we want to be at \$20 million," he said. "We think we can do that."

Savant has managed to boost sales totals despite the fact that rising materials costs often whittle away profits, Alan Strope said.

"It's been a difficult, constant battle," he said. "Concrete, steel, everything else has been rising so fast the past couple of years. It often happens so quickly that you can't pass it on to the buyers. It's drastically affected our margins the past couple of years."

Savant's current growth target is High-Pointe Estates in Windsor, a community of new homes in the \$400,000 to \$600,000 price range located just east of the popular Highland Meadows Golf Course. Strope said the 50 High-Pointe lots he has committed to will take about two to three years to build out.

The promise that the company makes, no matter what the price range, is that buy-

ers will have custom choices that are not often available to so-called "production" homebuyers. The ingredients in new Savant homes are some of the same that earned the company seven awards, including two first-place awards, in the 2004 Parade of Homes competition sponsored by the Homebuilders Association of Northern Colorado.

Rick Wilhoit, the computer-assisted design, or CAD, wizard at Savant Homes Inc., said he is just as likely to make custom design changes on a \$180,000 home in Wellington as on a \$1.8 million luxury home planned for a new golf community in Timnath.

"When I started here, they were changing their plans by hand, revising drawings," Wilhoit said. "It took so much time. I told them that if we get auto CAD in here, we can do these in 30 seconds, while a client is here."

The in-house design alterations, with input from clients, is a reason that Buffalo Creek's starter homes don't look so much as if they were stamped out with a cookie cutter.

"If you want to be technically accurate, we're building tract homes," Wilhoit said. "But every one of them is different. We can do anything to the house."

Wilhoit said he and his coworkers also enjoy a work environment that fosters the kind of creativity and productivity that has made Savant successful. Because the Stopes are the parents of young children, for example, they understand the need for flexibility for their employees in the same circumstance.

"You're as strong as your employees," Wilhoit said. "If your employees are happy, it's going to show up in the quality of the work. Alan and Kim really understand that."

Mercury 100 Fastest-Growing Private Companies

Ranked by 2-year revenue growth

RANK	COMPANY ADDRESS PHONE/FAX	2-YEAR REVENUE GROWTH 1-YEAR REVENUE GROWTH	REVENUES 2005 REVENUES 2004 REVENUES 2003	EMPLOYEES 2006 EMPLOYEES 2005	PRODUCTS/SERVICES	E-MAIL WEB SITE	PERSON IN CHARGE FISCAL YEAR END YEAR FOUNDED
1	BRINKMAN PARTNERS 1315 Oakridge Drive, Suite 100 Fort Collins, CO 80525 (970) 267-0954/(970) 206-1011	526.890% 196.293%	\$13,258,722 \$4,474,866 \$2,115,000	12 11	Construction, development, real estate brokerage, vacation properties acquisition & management.	N/A www.brinkmanpartners.com	Paul Brinkman and Kevin Brinkman, Principals Dec. 31 2003
2	DREAM THEATER COLORADO 530 W. 66th St. Loveland, CO 80538 (970) 224-4484/(970) 669-1436	381.785% 191.441%	\$603,894 \$207,210 \$125,345	4 4	Low-voltage system integrators specializing in custom-home theaters, smart-home systems and home audio and video systems.	mark@dreamtheaterco.com www.dreamtheaterco.com	Mark Hovey and Debbie Hovey, Owners Dec. 31 1981
3	ALPINE CONSULTING ENGINEERS 2000 S. College Ave., Suite 308 Fort Collins, CO 80525 (970) 407-1668/(970) 407-1448	270.260% 42.408%	\$925,650 \$650,000 \$250,000	15 11	Full-service civil, ocean and mechanical engineering firm.	alpcosu@aol.com www.alpineconsultingengineers.com	Stanley Dunn, Principal Dec. 31 2003
4	SAVANT HOMES INC. 3201 E. Mulberry Ave., Suite B Fort Collins, CO 80524 (970) 472-5667/(970) 472-5188	248.181% 24.529%	\$8,010,055 \$6,432,270 \$2,300,544	9 6	General contractor, builder and developer.	info@savanthomesinc.com www.savanthomesinc.com	Alan Strobe, President and Kimberly Strobe, Vice president Dec. 31 1997
5	MESA NETWORKS 8105 W. I-25 Frontage Road, Unit 9 Frederick, CO 80516 (800) 658-6036/(303) 774-0730	239.908% 43.602%	\$5,166,054 \$3,597,476 \$1,519,840	18 11	VoIP, high-speed Internet.	sales@mesanetworks.com www.mesanetworks.com	Todd Bergstrom, CEO Dec. 31 2000
6	COLORADO CUSTOMWARE INC. 1109 Oak Park Drive, Suite 100 Fort Collins, CO 80525 (970) 212-4001/(970) 223-4204	237.594% 91.529%	\$4,913,943 \$2,565,643 \$1,455,578	33 29	Land-records management software for recorders, assessors and treasurers in state and local governments.	N/A www.coloradocustomware.com	Lori Schlotter, CEO, Owner and President Dec. 31 1989
7	LANDNET CORP. 2725 Rocky Mountain Ave., Suite 400 Loveland, CO 80538 (970) 612-4103/(970) 612-4106	208.844% 42.767%	\$454,000 \$318,000 \$147,000	3 3	Memberships that allow users to draw and save boundaries on a variety of map types on the Internet.	melissa@landnetusa.com www.landvoyage.com	Craig Harrison, President Dec. 31 2000
8	SAGE MARKETING GROUP 5529 S. Timberline Road, Bldg. B Fort Collins, CO 80528 (970) 221-5007/(970) 229-9007	174.194% 70.000%	\$425,000 \$250,000 \$155,000	4 4	Strategic marketing, advertising, Web sites, direct mail, events, branding and public relations.	info@sagemg.com www.sagemg.com	Doug Larson, President Dec. 31 2002
9	ENSIGN POWER SYSTEMS INC. 510 E. Fifth St. Loveland, CO 80537-5679 (970) 203-9255/(970) 203-9322	173.789% -8.538%	\$2,451,400 \$2,680,237 \$895,362	12 14	Custom power-supply design and manufacturing.	bharris@ensignpower.com www.ensignpower.com	Bill Harris, President Dec. 31 1995
10	ACCOUNTING SYSTEMS INC. - ASI 324 Remington St. Fort Collins, CO 80524 (970) 419-3210/(970) 416-0732	146.746% 55.316%	\$1,383,630 \$890,850 \$560,750	9 8	Consulting, customizing, implementing, training and ongoing service of 3rd-party software systems to enhance clients' accounting and business technology and overall profitability.	bredt@ASIsucceed.com www.ASIsucceed.com	Bredt P. Eggleston, President Dec. 31 1991
11	S.A. ROBOTICS 3985 S. Lincoln St., Suite 100 Loveland, CO 80537 (970) 663-1431/(970) 663-5898	145.040% 0.571%	\$8,512,000 \$8,463,700 \$3,473,716	80 71	Equipment for hazardous applications. Complete design, engineering, fabrication and testing of various types of remotely operated and robotic equipment and containment systems.	info@sarobotics.com www.sarobotics.com	Michael Cappello, CEO and Dan Johnson, President Dec. 31 1992
12	KIMBLE PRECISION INC. 418 Eighth St. S.E., Unit B11 Loveland, CO 80537-6492 (970) 667-2778/(970) 667-1232	143.091% 66.060%	\$4,377,156 \$2,635,893 \$1,800,628	39 30	Machine shop specializes in production machining, "Quick Turn" prototyping, short-run production, fixturing, tooling & electro-mechanical assembly.	lkimble@kimble-precision.com www.kimble-precision.com	Larry Kimble, President Dec. 31 1993
13	BIO-MEDICAL JANITORIAL INC. 113 Coronado Court, Bldg. 5, Suite 5 Fort Collins, CO 80524 (970) 266-1065/(970) 266-8442	138.663% 19.237%	\$600,000 \$503,200 \$251,400	36 32	Janitorial service and cleaning products.	bmjanitorial@aol.com biomedicalcleaningsolutions.com	Marquita Romero and Ben Romero, Owners Dec. 31 1998
14	WRIGHT PET CLINIC 125 B Carpenter Road Fort Collins, CO 80525 (970) 593-9030/(970) 593-9121	134.137% 23.256%	\$583,000 \$473,000 \$249,000	16 13	Veterinary care.	N/A www.wrightpetclinic.com	Mary L. Wright, President Dec. 31 2003
15	COLORADO WATERJET CO. 5186-F Longs Peak Road Berthoud, CO 80513 (970) 532-5404/(970) 532-5405	123.098% 53.745%	\$821,000 \$534,000 \$368,000	4 4	Machine job shop and abrasive waterjet shape cutting services.	info@coloradowaterjet.com www.coloradowaterjet.com	Dan Nibelink, President Dec. 31 1997
16	COLORADO HISTO-PREP 319 Lincoln Court Fort Collins, CO 80524 (970) 493-2660/	120.608% 81.257%	\$827,280 \$456,413 \$375,000	16 16	Prepares microscopic histology slides, conducts hematology/clinical chemistries and complete pathology services.	rbawa@histoprep.com www.histoprep.com	Rajan Bawa, President Dec. 31 1983
17	TECHSMART SOLUTIONS INC. 328 Airpark Drive, No. 200 Fort Collins, CO 80524 (970) 498-0808/(970) 472-0247	120.000% 59.420%	\$1,100,000 \$690,000 \$500,000	12 11	IT consulting, services and products for small business and individual users.	infodesk@onlinepchelp.com www.onlinepchelp.com	Andrew Hensen, Manager Dec. 31 1998
18	WESTERN FLOORS INC. 3597 Draft Horse Drive Loveland, CO 80538 (970) 667-6444/(970) 667-5666	119.792% 37.258%	\$2,001,025 \$1,457,859 \$910,417	10 N/A	Carpet, tile, granite, El Dorado stone, vinyl materials and installation of laminate and hardwood flooring.	info@westernfloors.com www.westernfloors.com	Lloyd Peterman, President Dec. 31 2001
19	NEW FRONTIER BANK 2425 35th Ave. Greeley, CO 80634 (970) 339-5100/(970) 339-5200	119.383% 37.755%	\$7,571,186 \$5,496,110 \$3,451,132	126 114	Full-service commercial bank, locally owned and managed.	support@newfrontierbank.com www.newfrontierbank.com	Larry Seastrom, President Dec. 31 1998
20	MCGUYVER PAINTING SPECIALISTS 123 N. College Ave., Suite 200 Fort Collins, CO 80526 (800) 816-8651/(866) 321-1467	118.548% 95.511%	\$478,000 \$244,488 \$218,716	65 45	Residential painting contractor.	info@mcguyverpainting.com www.mcguyverpainting.com	Peter Stranathan and Jeremy Pourbaix, Partners Dec. 31 2000
21	STEEL FABRICATORS INC. 617 N. Timberline Road Fort Collins, CO 80524 (970) 484-2752/(970) 484-2753	118.356% 50.591%	\$4,367,129 \$2,900,000 \$2,000,000	25 20	Structural steel fabricator for commercial buildings.	pssteelfab@mesanetworks.net N/A	Paul Scherrer, General manager Dec. 31 1970
22	ITX - INFORMATION TECHNOLOGY EXPERTS INC. 2120 S. College Ave. Fort Collins, CO 80525 (970) 282-7333/(970) 282-3764	116.667% 44.444%	\$6,500,000 \$4,500,000 \$3,000,000	90 65	Full-service IT support, including networks, databases, security and hosting.	bhottman@itxfc.com www.itxfc.com	Bruce Hottman, Vice president Dec. 31 1996
23	ADVANTAGE BANK 1475 N. Denver Ave. Loveland, CO 80537 (970) 613-1982/(970) 613-1853	115.216% 57.729%	\$20,183,000 \$12,796,000 \$9,378,000	77 70	Banking and financial services.	N/A www.advantagebanks.com	Dan Springob, Branch president Dec. 31 2000
24	R & R CUSTOM WOODWORKING INC. 401 17th St. Greeley, CO 80631 (970) 352-8949/(970) 352-0936	106.250% 32.000%	\$3,300,000 \$2,500,000 \$1,600,000	25 25	Manufacturer of architectural millwork products.	bsorenson@r-rwood.com www.r-rwood.com	David Rehurek, President Dec. 31 1979
25	K L & A INC. 4412 W. Eisenhower Blvd. Loveland, CO 80537 (970) 667-2426/(970) 667-2493	101.389% 45.000%	\$7,250,000 \$5,000,000 \$3,600,000	38 32	Structural engineering, design/build, steel construction and steel detailing.	drutledge@klaa.com www.klaa.com	M. Douglas Rutledge, COO Dec. 31 1994

Region surveyed is Larimer and Weld counties and Brighton.
N/A - Not Available

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26	SCHEDULING CONSULTANTS LTD. 4025 Automation Way, F-3 Fort Collins, CO 80525 (970) 224-2503/(970) 226-5182	100.000% 84.615%	\$600,000 \$325,000 \$300,000	8 5	Construction scheduling.	carmelita@schedulingconsultants.com www.schedulingconsultants.com	Carmelita Thorndike, Vice president Dec. 31 1989
27	CREATIVE CAREER CONNECTIONS 204 Walnut St. Fort Collins, CO 80524 (970) 221-3511/(970) 221-2766	96.000% 44.118%	\$392,000 \$272,000 \$200,000	2 3	Professional and executive search projects throughout Rocky Mountain region, predominantly high-tech/manufacturing companies.	dawn@careerdesign.com www.careerdesign.com	Dawn Duncan and Mike Duncan, Owners Dec. 31 1975
28	PALMER PLUMBING 502 W. 66th St. Loveland, CO 80538 (970) 669-8187/(970) 669-8194	92.953% 34.660%	\$575,000 \$427,000 \$298,000	7 5	Repair, replace, remodel plumbing.	bartonpalmer@cs.com www.palmerplumbing.net	Barton J. Palmer, Owner Dec. 31 2002
29	COLORADO IRON & METAL INC. 1400 E. Mulberry St. Fort Collins, CO 80524 (970) 482-7707/(970) 493-7821	89.574% 45.249%	\$4,928,930 \$3,393,431 \$2,600,000	28 24	New-metal distributor, scrap-metal recycler, welding and fabrication, water-jet cutting.	kentgarvin@coloradoironmetal.com www.coloradoironmetal.com	Kent Garvin, President Dec. 31 1995
30	THE ENGINEERING CO. 2310 E. Prospect Road, Suite B Fort Collins, CO 80525 (970) 484-7477/(970) 484-7488	86.885% 54.054%	\$5,700,000 \$3,700,000 \$3,050,000	43 38	Water, wastewater conveyance and treatment design. General civil engineering consulting.	wmesloh@tec-engrs.com www.tec-engrs.com	Warren Mesloh, President and Brian Zick, Vice president Dec. 31 1985
31	COLOR PRO PRINTING INC. 1437 Riverside Ave. Fort Collins, CO 80524 (970) 482-6698/(970) 482-1593	85.714% 51.163%	\$975,000 \$645,000 \$525,000	10 8	Digital and offset printing.	info@colorproprint.com www.colorproprint.com	Mark Johnson, President and Laurie Rogers, Corporate office/business manager Dec. 31 1997
32	LEED FABRICATION SERVICES INC. 12535 Weld County Road 2 Brighton, CO 80601 (303) 659-6801/(303) 659-6808	84.524% 33.621%	\$15,500,000 \$11,600,000 \$8,400,000	110 110	Steel fabrication, tanks, enclosures, oilfield production equipment, roustabout/construction services, field welding/pipeline services.	info@leedfab.com www.leedfab.com	Patrick Daniel, CEO and President Dec. 31 1981
33	THE CYCLOGIST LLC 4041 Platte Drive Fort Collins, CO 80526 (970) 482-0822/(970) 484-2244	83.486% 18.343%	\$200,000 \$169,000 \$109,000	3 3	Custom & semi-custom bicycles, professional bicycle fittings, bicycle repairs, strength and conditioning programs.	thecyclogist@aol.com www.thecyclogist.com	Shawn Brooks Dec. 31 1998
34	ANLANCE PROTECTION LTD. 1800 E. Lincoln St., No. C-3 Fort Collins, CO 80524 (970) 224-6688/(970) 221-3325	83.044% 66.687%	\$1,162,420 \$697,367 \$635,048	15 14	Executive protection/special security services.	info@anlance.com www.anlance.com	Barry C. Wilson, Owner Dec. 31 1991
35	ARMSTEAD CONSTRUCTION INC. 105 S. Meldrum St., No. 2 Fort Collins, CO 80521 (970) 472-1113/(970) 472-8313	81.818% 53.846%	\$2,000,000 \$1,300,000 \$1,100,000	3 4	General contractor.	jeff@armsteadconstruction.com www.armsteadconstruction.com	Jeff Schneider, President Dec. 31 1990
36	WESTERN HERITAGE CO. 524 W. 67th St. Loveland, CO 80538 (970) 663-1450/(970) 461-0529	81.753% 39.011%	\$1,265,000 \$910,000 \$696,000	12 10	Identity marketing in bronze, silver, pewter casting of custom logo items, distributor of specialty advertising items and embroidery.	mike@westernheritage.com www.westernheritage.com	Mike Lynch, President Dec. 31 1976
37	FARMERS BANK 119 First St. Ault, CO 80610 (970) 834-2121/(970) 834-1351	79.358% 50.826%	\$7,590,573 \$5,032,670 \$4,232,086	17 16	Full-service bank.	farmersbank-weld.com www.farmersbank-weld.com	Fred J. Bauer, President Dec. 31 2001
38	METALWEST LLC 1229 S. Fulton Ave. Brighton, CO 80601 (303) 654-0300/(303) 654-0404	79.348% 10.000%	\$330,000,000 \$300,000,000 \$184,000,000	102 102	Steel-service center; flat-bed, rolled-metal products, including cold-rolled, hot-rolled galvanized, gal annealed, aluminum, stainless coils and sheets.	N/A www.metalwest.com	Doug Geisick, General manager Dec. 31 1986
39	WERNSMAN ENGINEERING INC. 1011 42nd St. Evans, CO 80620 (970) 353-4463/(970) 353-9257	76.471% 15.385%	\$300,000 \$260,000 \$170,000	1 1	Engineering services.	wei86@comcast.net N/A	Steve Wernsman, President Dec. 31 1986
40	GRAY OIL CO. 804 Denver Ave. Fort Lupton, CO 80621 (800) 464-4729/(303) 857-1641	76.344% 43.028%	\$74,220,301 \$51,892,292 \$42,088,245	56 58	Fuel, lubes and chemicals.	tina@grayoil.net www.grayoil.net	Tina Powell, Owner and President June 30 1937
41	PRO DELIVERY & MOVING SERVICE INC. 8162 E. Larimer County Road 20C Loveland, CO 80537 (970) 221-2471/(970) 663-0197	73.754% 35.142%	\$523,000 \$387,000 \$301,000	13 12	Moving company.	choward262@cs.com www.prodeliveryandmoving.com	Chris Howard, President Dec. 31 1991
42	THORP ASSOCIATES PC ARCHITECTS & PLANNERS 131 Stanley Ave., Suite 100 Estes Park, CO 80517 (970) 586-9528/(970) 586-4145	71.543% 14.245%	\$1,562,870 \$1,368,000 \$911,068	9 9	Architectural design and planning, interiors.	verlene@thorpassoc.com www.thorpassoc.com	Roger M. Thorp, President Dec. 31 1976
43	ROBERTS EXCAVATION CORP. 475 Basher Drive Berthoud, CO 80513 (970) 532-1440/(970) 532-1442	68.750% 3.846%	\$5,400,000 \$5,200,000 \$3,200,000	34 35	All phases of excavation, utility installation and demolition services.	info@robertsexca.com N/A	Gerald Roberts, Owner Dec. 31 1991
44	JOHNSON'S CORNER 2842 S.E. Frontage Road Johnstown, CO 80537 (970) 667-2069/(970) 667-8669	68.293% 48.491%	\$13,800,000 \$9,293,464 \$8,200,000	100 100	Restaurant and truck stop.	Jcorner1@juno.com www.johnsonscorner.com	Chauncey Taylor, Owner Dec. 31 1952
45	NATIONAL RECYCLING 2421 International Blvd. Fort Collins, CO 80524 (970) 493-7478/(970) 493-2899	66.667% 33.333%	\$1,000,000 \$750,000 \$600,000	6 5	Paper shredding, recycling.	securodoc@frii.com N/A	Carey Smith Dec. 31 1995
46	SEARS TROSTEL LUMBER CO. 125 Airpark Drive Fort Collins, CO 80524 (970) 482-0222/(970) 484-8520	66.667% 25.000%	\$10,000,000 \$8,000,000 \$6,000,000	52 50	Custom wood moldings, arched moldings, hardwood lumber. Wholesale and manufacturing.	info@sears-trostel.com www.sears-trostel.com	Steve Schwartz and Curt Viehmeyer, Owners Dec. 31 1929
47	RTN ROOFING SYSTEMS 5854 Lockheed Ave. Loveland, CO 80538 (970) 593-1100/(970) 593-1119	66.667% 19.048%	\$2,500,000 \$2,100,000 \$1,500,000	15 15	Commercial and industrial roofing systems.	Jeff@RTNRoofingSystems.com www.RTNRoofingSystems.com	Jeffrey S. Lozon, President Dec. 31 1996
48	LINDEN 223 S. Howes St. Fort Collins, CO 80521 (970) 221-3232/(970) 221-0375	65.000% 10.000%	\$1,650,000 \$1,500,000 \$1,000,000	15 15	Marketing, including strategy, design and printing.	mail@golinden.com www.golinden.com	Susie Cannon and Laurie Parry, Owners Dec. 31 1996
49	JORDY CARTER COMMERCIAL INTERIORS 344 E. Foothills Parkway, Suite 31 Fort Collins, CO 80525 (970) 207-1140/(970) 207-1029	63.889% 14.563%	\$2,950,000 \$2,575,000 \$1,800,000	5 3	Space planning, interior design, office furniture, leasing, repair, project management, laboratory furniture and general construction.	susan@jordycarter.com www.jordycarter.com	Susan Loeschner, General manager Dec. 31 1994
50	SOFT TOUCH MANUFACTURING INC. P.O. Box 1362 Loveland, CO 80539 (970) 669-2783/(970) 669-4317	63.522% 72.643%	\$1,300,000 \$753,000 \$795,000	8 8	Injection molding, moldmaking, assembly, design, prototypes and product development.	Steve@softtouchmfg.com www.softtouchmfg.com	Steve Tungesvick, President Dec. 31 1987

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N/A - Not Available

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51	RUST CONSTRUCTION INC. 225 12th St. S.E. Loveland, CO 80537 (970) 962-9908/(970) 635-3055	63.329% -29.816%	\$13,229,672 \$18,850,000 \$8,100,000	2 8	Single-family residential home construction.	edr@rustconstructioninc.com www.rustconstructioninc.com	Ed Rust, President Dec. 31 1990
52	NATURAL RESOURCES CONSULTING ENGINEERS 131 Lincoln Ave., Suite 300 Fort Collins, CO 80524 (970) 224-1851/(970) 224-1885	62.225% 8.150%	\$6,489,000 \$6,000,000 \$4,000,000	35 41	Consulting engineers in civil, water resources and environmental engineering.	office@nrce.com www.nrce.com	Woldezion Mesghinna, President Dec. 31 1989
53	THARP CABINET CORP. 1246 N. Denver Ave. Loveland, CO 80537 (970) 667-7144/(970) 635-2660	59.517% 26.065%	\$9,770,000 \$7,750,000 \$6,124,750	76 68	Manufacturer of residential, commercial and specialty cabinets.	info@tharpcabinets.com www.tharpcabinets.com	Don Fraley, President and David Tharp, General Manager Dec. 31 1971
54	PIONEER ELECTRIC INC. 2417 Stonecrest Drive Fort Collins, CO 80521 (970) 494-0777/(970) 494-0854	58.435% 17.537%	\$540,000 \$459,428 \$340,833	4 4	Electrical contractor.	pioneerelectric@aol.com www.pioneerelectricinc.net	Mark Shreffler, President Dec. 31 1997
55	PETERSEN PET PROVISIONS INC. 113 Sixth Ave. Greeley, CO 80631 (970) 351-6981/(970) 351-6891	57.161% 28.979%	\$11,309,029 \$8,768,120 \$7,195,840	41 36	Wholesale distributor of natural pet food, wild bird-seed blends and pet supplies.	Pam@petersenpet.com www.petersenpet.com	Timothy Petersen Dec. 31 1996
56	SKYLIGHTS OF COLORADO LLC 2020 S. College Ave., Suite A4 Fort Collins, CO 80525 (970) 493-8241/(970) 493-2623	57.082% 52.500%	\$732,000 \$480,000 \$466,000	5 5	Solatube skylights for residential and commercial customers.	info@skylightsofcolorado.com www.skylightsofcolorado.com	N/A Dec. 31 1996
57	SQUAREI TECHNOLOGIES INC. 4025 Automation Way, No. D4 Fort Collins, CO 80525 (970) 377-0077/(970) 377-8488	55.714% 37.975%	\$545,000 \$395,000 \$350,000	6 5	Web application development, systems integration, e-commerce, .NET Microsoft Certified Developers, C+, SQL Server database design, custom hosting services and graphic design.	kent@squarei.com www.squarei.com	Kent Bejcek, CEO and President Dec. 31 1996
58	ENGEMAN ENTERPRISES LLC 7311 E. U.S. Highway 34 Loveland, CO 80537 (970) 669-7332/(970) 667-3785	55.470% 30.856%	\$810,000 \$619,000 \$521,000	8 7	Public cold storage, including frozen, refrigerated and dry warehousing along with airline distribution services.	sengeman@engemanent.com N/A	Steve Engeman Dec. 31 2003
59	ALLIANCE CONSTRUCTION SOLUTIONS LLC 2725 Rocky Mountain Ave., Suite 100 Loveland, CO 80538 (970) 663-9700/(970) 663-9750	54.286% 17.391%	\$54,000,000 \$46,000,000 \$35,000,000	52 42	General contracting & construction management.	jhammond@allianceconstruction.com www.allianceconstruction.com	Clayton A. Schwerin, CEO and President Dec. 31 1982
60	COLORADO PRECAST CONCRETE INC. 1820 14th St. SE Loveland, CO 80537 (970) 669-0535/(970) 669-0674	51.364% 40.704%	\$9,990,000 \$7,100,000 \$6,600,000	85 65	Precast concrete products.	scott@coloprecast.com www.coloprecast.com	K. Scott Hayward Oct. 31 1975
61	ABC SIGNWORKS INC. 301-C Smokey St. Fort Collins, CO 80525-3747 (970) 223-9211/(970) 223-9230	50.742% 48.933%	\$1,117,000 \$750,000 \$741,000	14 13	Signage.	signwork@signwork.com www.wayfindersigns.com	L. Wilton Lyles, President N/A 1989
62	SUN MOUNTAIN INC. 12030 Commerce Road Berthoud, CO 80513 (970) 532-2105/(970) 532-2208	50.000% 25.000%	\$15,000,000 \$12,000,000 \$10,000,000	90 40	Doors and moldings.	thad@sunmountaindoor.com www.sunmountaindoor.com	Jared Meier, General manager Dec. 31 1997
63	KGRE RADIO 1020 Ninth St., Suite 201 Greeley, CO 80631 (970) 356-1452/(970) 356-8522	50.000% 20.000%	\$600,000 \$500,000 \$400,000	6 6	Commercial radio, advertising and marketing.	kgre@msn.com www.tigre1450.com	Ricardo Salazar, President N/A 1997
64	CHIPPER'S LANES ① 217 W. Horsetooth Road Fort Collins, CO 80525 (970) 226-6327/(970) 226-2175	48.819% 17.251%	\$2,403,109 \$2,049,537 \$1,614,789	50 45	Family entertainment, bowling lanes, corporate events, fund-raising, food & beverage.	mhoeven@chipperslanes.com N/A	Matthew Hoeven, General manager and Owner Dec. 31 2003
65	PEAK ENGINEERING & AUTOMATION CO. 599 W. 71st St. Loveland, CO 80538 (970) 622-9601/(970) 622-9602	48.250% 2.987%	\$593,000 \$575,800 \$400,000	9 8	Custom automation/engineering house, full-machine shop; provides parts & processes from machining to turnkey operations and Peak fly-tying tools.	kurt@mesanetworks.net www.peakengineering.biz	Allen Schultz, President and Kurt Pflock, Vice President Dec. 31 1994
66	ANDERSON CONSULTING ENGINEERS INC. 772 Whalers Way, Suite 200 Fort Collins, CO 80525 (970) 226-0120/(970) 226-0121	47.954% 33.885%	\$2,363,910 \$1,765,626 \$1,597,737	19 17	Water resources, civil, environmental and river restoration.	baanderson@acewater.com www.acewater.com	Bradley A. Anderson, President Dec. 31 1999
67	CONNECTING POINT 2401 17th St. Greeley, CO 80634 (970) 356-7224/(970) 356-7283	47.316% 37.349%	\$4,692,002 \$3,416,117 \$3,185,000	21 20	Network integration, managed services, IP telephony, security, professional services, product procurement.	twarner@cpgreeley.com www.cpgreeley.com	Ted Warner, President Sept. 30 1985
68	NORTHERN ENGINEERING SERVICES 200 S. College Ave., Suite 100 Fort Collins, CO 80524 (970) 221-4158/(970) 221-4159	47.059% 25.000%	\$5,000,000 \$4,000,000 \$3,400,000	42 42	Civil engineering and land surveying.	george@northernengineering.com www.northernengineering.com	George Schock, President Dec. 31 1987
69	J-9 CROP INSURANCE AGENCY LLC 216 First St. Ault, CO 80610 (970) 834-1160/(970) 834-0348	45.078% 16.667%	\$2,800,000 \$2,400,000 \$1,930,000	4 4	Crop insurance.	janine@j9crop.com N/A	Janine Freeman and Mike Freeman, Owners Dec. 31 1997
70	PINNACLE PROPERTY SERVICES 255 Linden St., Suite 203 Fort Collins, CO 80524 (970) 407-8131/(970) 407-7369	44.643% 8.000%	\$8,100,000 \$7,500,000 \$5,600,000	6 5	Property management.	vicky@pinnacleproperty.com www.pinnacleproperty.com	Vicky Fanae-Burnett, Owner Dec. 31 1999
71	OBBERMEYER HYDRO INC. 303 W. Larimer County Road 74 Wellington, CO 80522 (970) 568-9844/(970) 568-9845	42.771% 28.138%	\$6,736,218 \$5,257,000 \$4,718,211	37 39	Large-scale water-control gates for water storage, flood control, river diversion, environmental flow release, irrigation and hydropower.	hydro@obermeyerhydro.com www.obermeyerhydro.com	Henry Obermeyer, President Dec. 31 1987
72	NORTHERN COLORADO GEOTECH INC. 2956 W. 29th St., Unit 21 Greeley, CO 80631 (970) 506-9244/(970) 506-9242	42.593% 48.077%	\$770,000 \$520,000 \$540,000	7 8	Soil, percolation testing, construction material testing.	dleafgren@msn.com N/A	Doug Leafgren, President Dec. 31 2001
73	EXODUS MOVING & STORAGE 113 Hickory St. Fort Collins, CO 80524 (970) 484-1488/(970) 484-4388	42.045% 15.741%	\$3,125,000 \$2,700,000 \$2,200,000	60 70	Professional moving & storage; residential, commercial, local, national and international.	movers@exodusmoving.com www.exodusmoving.com	Ilan Levy, Owner Dec. 31 1996
74	ASSOCIATES IN BUILDING & DESIGN LTD. 4803 Innovation Drive, Suite 1 Fort Collins, CO 80525 (970) 225-2323/(970) 225-2395	40.909% 14.815%	\$3,100,000 \$2,700,000 \$2,200,000	20 17	Design-build, interior design, remodeling and custom homes.	rpeterson@abd-ltd.com www.abd-ltd.com	Bob D. Peterson, President and Rita L. Peterson, co-owner Dec. 31 1990
75	ACCESS COMPUTER PRODUCTS INC. 451 W. 69th St. Loveland, CO 80538 (970) 612-2930/(970) 612-2095	40.835% 18.430%	\$12,961,000 \$10,944,000 \$9,203,000	90 70	Supplies for laser and inkjet printers, recycles used printer cartridges, computers, monitors, Palm pilots, cell phones and other electronic items.	access@accessftc.com www.accessftc.com, www.accessrecycling.com	Joe Goodell, President Dec. 31 1987

Region surveyed is Larimer and Weld counties and Brighton.
N/A - Not Available
① Includes College Center location.

Based upon responses to Business Report survey researched by Michelle Baun
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Ranked by 2-year revenue growth

RANK	COMPANY ADDRESS PHONE/FAX	2-YEAR REVENUE GROWTH 1-YEAR REVENUE GROWTH	REVENUES 2005 REVENUES 2004 REVENUES 2003	EMPLOYEES 2006 EMPLOYEES 2005	PRODUCTS/SERVICES	E-MAIL WEB SITE	PERSON IN CHARGE FISCAL YEAR END YEAR FOUNDED
76	MISTER MONEY HOLDINGS INC. 2057 Vermont Drive Fort Collins, CO 80526 (970) 493-0574/(970) 490-2099	40.337% 11.483%	\$29,858,995 \$26,783,441 \$21,276,583	275 201	Sub-prime banking services, retail.	N/A www.mistermoney.com	Timothy Lanham, CEO and Doug Will, President and CFO Dec. 31 1976
77	DRAHOTA COMMERCIAL LLC 4700 Innovation Drive, Bldg. C Fort Collins, CO 80525 (970) 204-0100/(970) 204-0200	40.000% -10.638%	\$42,000,000 \$47,000,000 \$30,000,000	65 65	Full-service general construction company.	info@drahota.com www.drahota.com	Terry L. Drahota, President Dec. 31 1973
78	DYECREST DAIRY LLC 1137 N. Larimer County Line Road Fort Collins, CO 80524 (970) 484-9294/(970) 484-9254	38.889% 4.167%	\$7,500,000 \$7,200,000 \$5,400,000	30 29	Dairy farm and wholesale milk supplier.	dye@frie.com www.dyecrestdairy.com	Terence Dye, President Dec. 31 1970
79	DURAN EXCAVATING INC. 418 N. Ninth Ave. Greeley, CO 80631 (970) 351-0192/(970) 378-9532	37.646% 36.822%	\$9,440,740 \$6,900,000 \$6,858,728	46 45	Earthwork, utilities and roadwork.	ellied@duranexcavating.com www.duranexcavating.com	Ernest E. Duran, President Dec. 31 1979
80	NOLTE ASSOCIATES INC. 1901 Sharp Point Drive, Suite A Fort Collins, CO 80525 (970) 221-2400/(970) 221-2415	37.627% 65.910%	\$2,470,400 \$1,489,000 \$1,795,000	20 18	Full-service civil engineering and surveying for public and private sector.	linda.hoffmann@nolte.com www.nolte.com	Linda Hoffmann, Vice president Sept. 30 1949
81	MILL BROTHERS LANDSCAPE & NURSERY INC. 6121 E. Harmony Road Fort Collins, CO 80528 (970) 493-3883/(970) 493-4943	36.000% 36.000%	\$6,800,000 \$5,000,000 \$5,000,000	115 100	Landscape and irrigation design/build and commercial maintenance.	mbln@millbrothers.com www.millbrothers.com	Kevin Mill and Andy Mill, Owners Dec. 31 1980
82	CO'S BMW CENTER 4150 Byrd Drive Loveland, CO 80538 (970) 292-5200/(970) 292-5719	35.714% 27.232%	\$28,500,000 \$22,400,000 \$21,000,000	38 27	BMW automobiles, sales, parts, service, pre-owned cars and trucks.	sales@cosbmw.com www.cosbmw.com	Christina Dawkins, General manager and Owner N/A 1974
83	TOOLBOX CREATIVE 255 Linden St., No. 201 Fort Collins, CO 80524 (970) 493-5755/(970) 419-0700	35.556% -1.613%	\$305,000 \$310,000 \$225,000	8 6	Strategic marketing communications, specializing in direct marketing and publication design.	dawn@toolboxcreative.com www.toolboxcreative.com	Dawn Putney, President Dec. 31 2002
84	MTI MEDICAL LLC 716 E. Ridgecrest Road Fort Collins, CO 80524 (970) 221-5612/(970) 221-0418	35.366% 18.645%	\$1,008,480 \$850,000 \$745,000	3 3	BSN medical-casting division. Mast Biosurgery, Insoorb, Magister Corp., Tei Biosciences and Uresil.	richardsonmg@cs.com N/A	Michael Richardson, President Dec. 31 1982
85	COMPLIANCE PARTNERS INC. 4038 Timberline Road, Suite 100 Fort Collins, CO 80525 (970) 206-4443/(720) 489-3902	33.742% 20.650%	\$742,000 \$615,000 \$554,800	9 6	Environmental compliance management services & permitting, air- and water- quality sampling.	smcfaddin@compliance-partners.com www.compliance-partners.com	Gary McFaddin, President Dec. 31 1997
86	FCI CONSTRUCTORS INC. 4001 N. Valley Drive Longmont, CO 80504 (970) 535-4725/(970) 535-4867	33.492% 37.044%	\$199,879,813 \$145,850,504 \$149,731,528	75 75	Commercial general contractor, construction manager.	sarmstrong@fciol.com www.fciol.com	Ed Forsman, President N/A 1978
87	ROCKY MOUNTAIN DECK & FENCE 6209 W. 21st St. Greeley, CO 80634 (970) 356-0448/(970) 339-3074	33.333% 2.564%	\$2,000,000 \$1,950,000 \$1,500,000	N/A 2	Spray decking, compost decking, fencing, railing, wrought iron, cedar, redwood and vinyl. Installation service, fence and deck layout.	snowracer1@msn.com www.rockymountainfence.com	Troy Kerns and Travis Kerns, Owners Jan. 31 1992
88	GREELEY COMPUTER SERVICES 3810 W. 10th St., No. 2A Greeley, CO 80634 (970) 304-1315/(970) 351-8080	33.333% 0.000%	\$600,000 \$600,000 \$450,000	6 6	Family-owned PC service and repair, DSL Internet access, Web hosting, network consulting.	tom@greeleycomputer.com greeleycomputer.com	Tom Selders, General manager and Owner Dec. 31 1994
89	NEW BELGIUM BREWING CO. 500 Linden St. Fort Collins, CO 80524 (970) 221-0524/(970) 221-0535	32.742% 11.999%	\$61,260,640 \$54,697,500 \$46,150,000	246 220	Belgian-style craft beers including six year-round and five special release.	nbb@newbelgium.com www.newbelgium.com	Kim Jordan and Jeff Lebesch, Owners Dec. 31 1991
90	MIRAMONT FAMILY MEDICINE 4674 Snow Mesa Drive, Suite 140 Fort Collins, CO 80528 (970) 482-0213/	32.432% 14.912%	\$567,971 \$494,264 \$428,876	11 10	Family practice health care. Inpatient and outpatient primary care, labs and X-ray.	jlbender@miramont.us www.miramont.us	John Lumir Bender, Director and Teresa Bender, Practice administrator Dec. 31 1940
91	WELD COUNTY BI-PRODUCTS INC. 1138 N. 11th Ave. Greeley, CO 80631-9501 (970) 352-1788/(970) 356-3890	31.574% 26.964%	\$1,250,284 \$984,757 \$950,252	10 10	Frozen meat for pet food, hides and calf skins.	lulrich862@aol.com N/A	Elmer Ulrich, President Dec. 31 1965
92	POUDRE VALLEY HEALTH SYSTEM 2809 E. Harmony Road, Suite 200 Fort Collins, CO 80528 (970) 297-6700/(970) 297-6753	30.355% 16.241%	\$341,400,000 \$293,700,000 \$261,900,000	3,064 2,936	Health care, including Poudre Valley Hospital, Mountain Crest Hospital and the under-construction Medical Center of the Rockies.	pvhs@pvhs.org www.pvhs.org	Rulon F. Stacey, CEO Dec. 31 1925
93	DIMENSION ENTERPRISES INC. 14308 Mead St. Longmont, CO 80504 (970) 535-0546/(970) 535-0645	30.322% 4.891%	\$2,920,217 \$2,784,052 \$2,240,769	19 21	Manufacturer of precision machine parts.	N/A N/A	Ray Menard, President Dec. 31 1982
94	COE CONSTRUCTION INC. 2302 E. 13th St. Loveland, CO 80537 (970) 663-7636/(970) 669-4329	30.041% 25.590%	\$19,056,200 \$15,173,300 \$14,654,000	25 27	Commercial general contractor.	admin@coeconstruction.com www.coeconstruction.com	Gregg Meisinger, President Dec. 31 1990
95	THE GROUP INC. REAL ESTATE - COMMERCIAL 2803 E. Harmony Road Fort Collins, CO 80521 (970) 229-0700/(970) 223-7887	29.114% 2.000%	\$102,000,000 \$100,000,000 \$79,000,000	N/A N/A	Commercial real estate services.	skawulok@thegroupinc.com www.thegroupinc.com	Steve Kawulok, Managing broker Dec. 31 1976
96	ALLEN PLUMBING & MECHANICAL INC. 101 S. Link Lane Fort Collins, CO 80524 (970) 484-4848/(970) 484-4448	29.032% 25.000%	\$20,000,000 \$16,000,000 \$15,500,000	140 130	New construction, commercial, residential, remodel and 24/7 service division.	allenph@allenph.com www.allenph.com	Mike Allen, President and Jeff Allen, CEO Dec. 31 1962
97	ROCHE CONSTRUCTORS INC. 361 71st Ave. Greeley, CO 80634 (970) 356-3611/(970) 356-3619	28.837% 17.419%	\$153,315,499 \$130,571,833 \$119,000,000	110 102	General contracting and construction.	info@rocheconstructors.com www.rocheconstructors.com	Thomas J. Roche, CEO and President Dec. 31 1971
98	HARSH INTERNATIONAL INC. 600 Oak Ave. Eaton, CO 80615 (970) 454-2291/(970) 454-3491	28.571% 17.391%	\$27,000,000 \$23,000,000 \$21,000,000	105 102	Cattle-feed mixers, hydraulic dumping equipment, contract laser and water-jet cutting, environmental solutions.	harsh@harshenviro.com www.harshenviro.com	Robert E. Brown, President Dec. 31 1948
99	RE/MAX OPTIMUM GROUP LLC 5586 W. 19th St., Suite 2000 Greeley, CO 80634 (970) 330-5000/(970) 330-5100	28.046% 4.390%	\$1,883,474 \$1,804,275 \$1,470,933	23 15	Real estate brokerage.	ronkohl@remax.net www.sellgreeley.com	Ron Kohl; Wayne Kohl and Kevin Schumacher, Owners Dec. 31 1995
100	IDEAL FENCING CORP. 5795 Ideal Drive Erie, CO 80516 (303) 962-8100/(303) 962-8199	27.778% 18.416%	\$9,255,369 \$7,815,957 \$7,243,306	65 65	Installation of fencing and guardrail.	jb@idealfencingcorp.com www.idealfencingcorp.com	James Bockelmann, President Dec. 31 1983

Region surveyed is Larimer and Weld counties and Brighton.
N/A - Not Available
⊕ Business Report estimate

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Locally based, ranked by revenues

RANK	PREV RANK	COMPANY ADDRESS PHONE/FAX	REVENUES 2005 REVENUES 2004	EMPLOYEES 2006 EMPLOYEES 2005	PRODUCTS/SERVICES	E-MAIL WEB SITE	PERSON IN CHARGE YEAR FOUNDED
1	1	SWIFT & CO. 1770 Promontory Circle Greeley, CO 80634 (970) 506-8000/	\$9,669,102,000 \$9,436,160,000	2,612 ① 2,700	Processed beef, pork and lamb.	emailus@swiftbrands.com www.swiftbrands.com	Sam Rovit, CEO and President 1855
2	2	HENSEL PHELPS CONSTRUCTION CO. 420 Sixth Ave. Greeley, CO 80631 (970) 352-6565/(970) 352-9311	\$1,783,542,000 \$2,041,086,000	550 553	General contracting and construction.	mreizt@henselphelps.com www.henselphelps.com	Jerry Morgensen, Chariman/CEO and Jeffrey K Wenaas, President 1937
3	3	POUDRE VALLEY HEALTH SYSTEM 2809 E. Harmony Road, Suite 200 Fort Collins, CO 80528 (970) 297-6700/(970) 297-6753	\$341,400,000 \$293,700,000	3,064 2,936	Health care, including Poudre Valley Hospital, Mountain Crest Hospital and the under-construction Medical Center of the Rockies.	pvhs@pvhs.org www.pvhs.org	Rulon F. Stacey, CEO 1925
4	5	ROCHE CONSTRUCTORS INC. 361 71st Ave. Greeley, CO 80634 (970) 356-3611/(970) 356-3619	\$153,315,499 \$130,571,833	110 102	General contracting and construction.	info@rocheconstructors.com www.rocheconstructors.com	Thomas J. Roche, CEO and President 1971
5	NR	HALL-IRWIN CORP. & AFFILIATES ② 301 Centennial Drive Milliken, CO 80543 (970) 352-6057/(970) 352-6284	\$140,000,000 N/A	540 490	Construction development, services, aggregate, sports fields, landscape, vertical construction, design and build.	N/A www.hall-irwin.com	George W. Hall, President 1963
6	4	CHAMPION AUTO GROUP INC. 9050 Colorado Highway 392 Windsor, CO 80550 (970) 686-2575/(970) 674-0517	\$131,302,010 \$136,355,484	190 190	Automotive dealerships.	Larsenb@championagc.com N/A	John Chamberlain, Owner 1999
7	6	YANCEY'S FOOD SERVICE CO. INC. 5820 Piper Drive Loveland, CO 80538 (970) 613-4333/(970) 613-4334	\$117,000,000 \$112,000,000	210 212	Wholesale-food service distributor.	gyancey@yanceys.com www.yanceys.com	Greg Yancey, President and Chris Boyd, Executive vice president 1940
8	NR	THE GROUP INC. REAL ESTATE - COMMERCIAL 2803 E. Harmony Road Fort Collins, CO 80521 (970) 229-0700/(970) 223-7887	\$102,000,000 \$100,000,000	N/A N/A	Commercial real estate services.	skawulok@thegroupinc.com www.thegroupinc.com	Steve Kawulok, Managing broker 1976
9	7	MARKLEY MOTORS INC. 3401 S. College Ave. Fort Collins, CO 80525 (800) 925-3168/(970) 282-6825	\$95,000,000 \$99,000,000	180 180	Honda, Pontiac, Buick, GMC vehicles.	N/A www.markleymotors.com	Douglas E. Markley, President 1936
10	8	THE NEENAN CO. 2620 E. Prospect Road Fort Collins, CO 80525 (970) 493-8747/(970) 493-5869	\$95,000,000 \$87,000,000	160 175	Integrated real estate services firm providing development, architecture and construction.	info@neenan.com www.neenan.com	David Neenan, CEO and Randy Myers, Presiden 1966
11	11	UNITED POWER INC. 500 Cooperative Way Brighton, CO 80601 (303) 659-0551/(303) 659-2172	\$86,492,200 \$74,712,747	123 152	Electric utility.	N/A www.unitedpower.com	Robert Broderick, CEO 1938
12	NR	EHRlich DEALERSHIPS 2625 35th Ave. Greeley, CO 80634 (970) 353-5333/(970) 353-4702	\$84,845,707 \$91,500,372	150 177	Auto dealerships.	N/A www.ehrlichmotors.com	Scott Ehrlich, President 1946
13	12	AGLAND INC. 260 Factory Road Eaton, CO 80615 (970) 454-4000/(970) 454-2144	\$83,614,231 \$74,353,991	180 180	Fertilizer, chemicals, seed, petroleum, car-care centers, lubricants, convenience stores, country store, retread tire facility, inputs, feed and feed manufacturing.	N/A www.aglandinc.com	Mitch Anderson, CEO and General manager 1905
14	NR	DELLENBACH CHEVROLET-OLDS-CADILLAC 3111 S. College Ave. Fort Collins, CO 80525 (970) 226-2438/(970) 206-9784	\$78,695,000 \$78,802,000	125 120	Automotive sales, service, body shop, parts, leasing.	chevy@frii.com www.dellenbach.com	Michael Dellenbach, Dealer principal 1972
15	13	COCREATE SOFTWARE INC. 3801 Automation Way, Suite 110 Fort Collins, CO 80525 (970) 267-8000/(970) 267-8001	\$75,000,000 \$77,900,000	70 70	Computer-aided design and collaboration software.	csc_americas@cocreate.com www.cocreate.com	William M. Gascoigne, CEO 1987
16	19	GRAY OIL CO. 804 Denver Ave. Fort Lupton, CO 80621 (800) 464-4729/(303) 857-1641	\$74,220,301 \$51,892,292	56 58	Fuel, lubes and chemicals.	tina@grayoil.net www.grayoil.net	Tina Powell, Owner and President 1937
17	9	WELD COUNTY GARAGE 2699 47th Ave. Greeley, CO 80634 (970) 352-1313/(970) 356-8191	\$73,362,000 \$80,310,000	136 150	Buick, Pontiac, GMC vehicle dealership.	wyoder@weldcountyggarage.com www.weldcountyggarage.com	Warren Yoder, General manager 1908
18	14	GARNSEY & WHEELER FORD 4901 29th St. Greeley, CO 80634 (970) 506-3600/(970) 506-3686	\$63,713,000 \$67,000,000	101 135	Automotive Ford retail and service.	gwford@gwford.com www.gwford.com	Tim Brynteson and Fred Brown, General managers 1922
19	17	NEW BELGIUM BREWING CO. 500 Linden St. Fort Collins, CO 80524 (970) 221-0524/(970) 221-0535	\$61,260,640 ③ \$54,697,500	246 220	Belgian-style craft beers including six year-round and five special release.	nbb@newbelgium.com www.newbelgium.com	Kim Jordan and Jeff Lebesch, Owners 1991
20	18	AMERICAN PRIDE CO-OP 55 W. Bromley Lane Brighton, CO 80601 (303) 659-1230/(303) 659-8719	\$59,442,832 \$53,834,407	122 133	Farm supplies, lawn and garden products, fertilizer, ag chemicals, petroleum, propane, seed, Ace Hardware, grain marketing.	kalquist@americanpridecoop.com www.americanpride.coop	Gary Morrison, President and Keith Alquist, CF 1936
21	21	POUDRE VALLEY RURAL ELECTRIC ASSOCIATION INC. 7649 REA Parkway Fort Collins, CO 80528 (970) 226-1234/(970) 226-2123	\$56,587,642 \$46,892,421	84 84	Electric utility.	pvrea@pvrea.com www.pvrea.com	Ronald Carey, General manager 1939
22	22	ALLIANCE CONSTRUCTION SOLUTIONS LLC 2725 Rocky Mountain Ave., Suite 100 Loveland, CO 80538 (970) 663-9700/(970) 663-9750	\$54,000,000 \$46,000,000	52 42	General contracting & construction management.	jahammond@allianceconstruction.com www.allianceconstruction.com	Clayton A. Schwerin, CEO and President 1982
23	NR	WALKER MANUFACTURING CO. 5925 E. Harmony Road Fort Collins, CO 80528 (970) 221-5614/(970) 221-5619	\$46,239,444 \$40,812,798	150 152	Commercial-grade riding and walk-behind lawnmowers and attachments.	bobw@walkermowers.com www.walkermowers.com	Bob W. Walker, President 1959
24	20	DRAHOTA COMMERCIAL LLC 4700 Innovation Drive, Bldg. C Fort Collins, CO 80525 (970) 204-0100/(970) 204-0200	\$42,000,000 \$47,000,000	65 65	Full-service general construction company.	info@drahota.com www.drahota.com	Terry L. Drahota, President 1973
25	NR	FORNEY INDUSTRIES INC. 1830 Laporte Ave. Fort Collins, CO 80521 (970) 482-7271/(970) 498-9505	\$39,100,000 \$37,400,000	300 350	National distributor and manufacturer of many types of welding and metal-working equipment.	sales@forneyind.com www.forneyind.com	Steve Anderson, Vice president 1932

Locally based. Region surveyed is Brighton, Larimer and Weld counties.

N/A - Not Available

① Feb. 16 announced it would consolidate two shifts into one beginning in April, temporarily cutting the number of its employees by 300.

② Includes construction services, aggregate group and development services, which includes paving and concrete.

③ Business Report estimate

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"I love my job, and this was a wonderful opportunity to start from scratch."

Bill Glazener, construction manager
Brinkman Partners

BRINKMAN, from 3B

Brinkman employees have advanced degrees.

Construction manager Bill Glazener brings a master's in business administration from Colorado State University to his hard-hat and work-boot job, joining the brothers a year ago after guiding to completion a \$200 million children's hospital in Ohio.

"I've known Kevin and Paul a long time, and think so highly of them," Glazener said. "It's great being part of creating a company with friends. I love my job, and this was a wonderful opportunity to start from scratch and hand-select an 'A' team."

Fort Collins natives, the Brinkman brothers grew up in a circle of family and friends that made their entry into the real estate and construction business almost inevitable. A guiding influence from the beginning was David Neenan, founder of The Neenan Co., one of Northern Colorado's dominant commercial construction firms.

"David was such a great friend and mentor for all of us," Paul Brinkman said. "For me, the toughest thing about coming here was telling David I was going to move on."

But Kevin Brinkman said that, of all people, Neenan was most capable of seeing the rationale behind his brother's decision.

"He's such an entrepreneurial guy himself," he said. "He's the kind of guy who would understand why Paul would come here."

Both brothers tracked through undergraduate careers at the University of Colorado, each earning a bachelor's degree in civil engineering. Kevin Brinkman then went on to pick up a master's degree in real estate finance at the University of Denver's highly regarded business college, while brother Paul worked on a graduate certificate in finance at Southern Methodist University in Dallas.

All that brainpower is steering the partnership toward new and grander projects, with a pipeline that contains a new retail and office condominium center on Timberline Road in Fort Collins, the Magnolia Lofts project downtown and another office development planned for the Harmony Road corridor.

The model for the future has already taken shape with the three Oakridge Business Park buildings totaling 20,000 square feet that the Brinkmans developed and built last year. The Professional Offices at Oakridge house Brinkman's own offices, a new home for the Community Foundation of Northern Colorado, offices for the accounting firm EKS&H and AXA Advisors-Phillips Financial.

Look for more and similar high-style projects in the decades ahead, the brothers say.

"Those are the kinds of projects we want to be known for," Kevin Brinkman said. "In 30 years, we see ourselves still working away, and right here in Northern Colorado."

MESA, from 6B

Still, merging with another company can be a challenge. Bergstrom said that for the short term, Mesa can stick with the acquired company's infrastructure. However, in the long term Mesa installs its own equipment.

"We try very hard to make it seamless for the customers," Kennedy, adding that the company will likely continue to growth by acquisition. "We think that acquisitions are going to continue to be big."

But the company is looking for something even bigger.

"Our ultimate goal is an exit strategy to sell to a company like AOL," Kennedy said.

Kennedy explained that dial-up companies are the most likely to target Mesa because they might be looking to establish a

network.

But the company does not plan to just wait around for an acquisition to happen. It continues to look at growth opportunities.

While mostly on the Front Range, Mesa is starting to reach into the foothills. The company acquired customers in Lyons recently. Expanding into the mountains isn't necessarily a part of the growth plan, though. The costs and issues increase for a wireless Internet provider in mountainous areas.

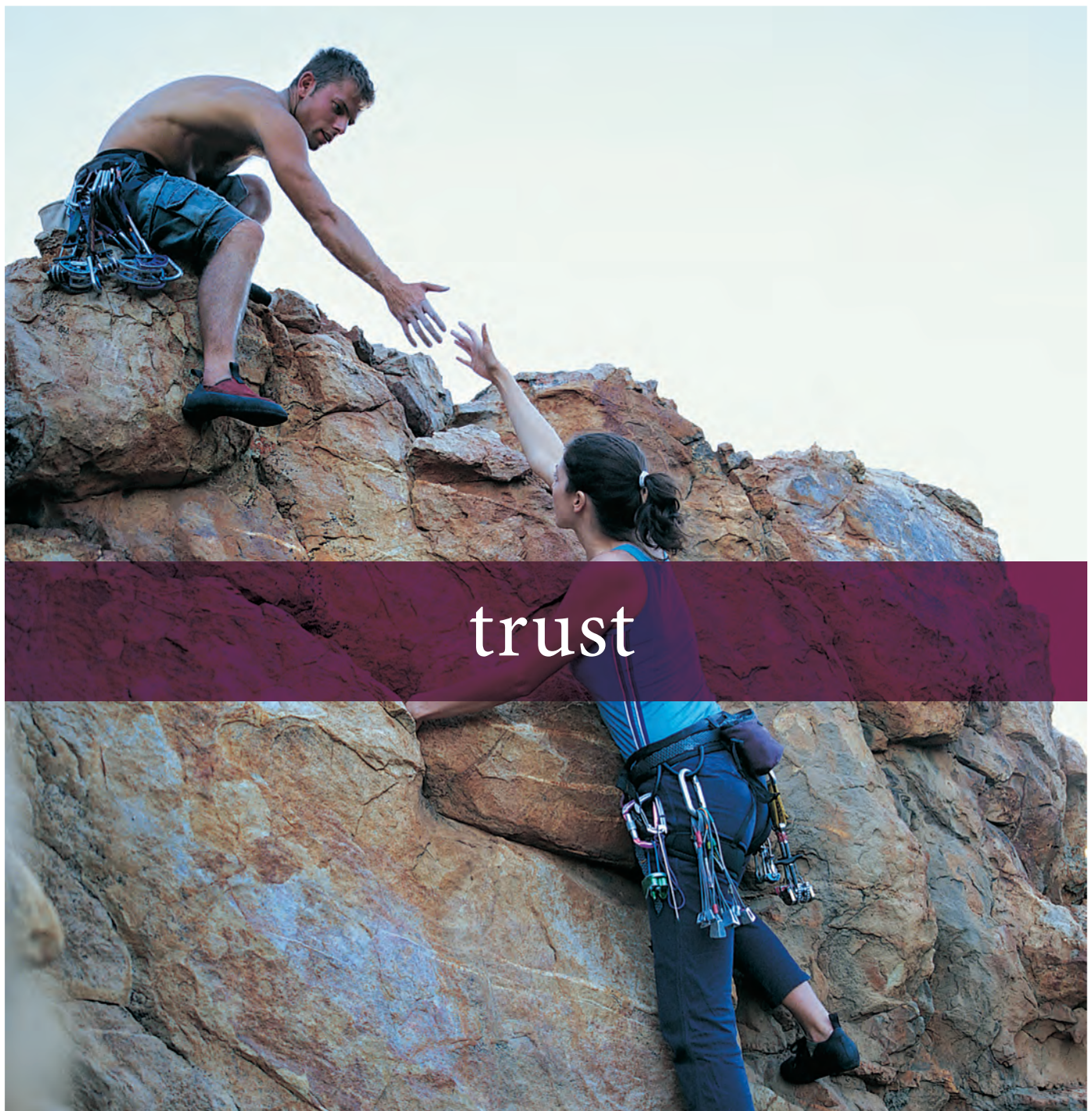
"We definitely have greater interest in going further east and going further west (into Boulder)," Bergstrom said.

For Mesa, the potential for being the acquirer or the acquired doesn't change the focus of the company.

"Our main goal is to provide really good Internet service," Bergstrom said.

"Our ultimate goal is an exit strategy to sell to a company like AOL."

Todd Bergstrom, CEO
Mesa Networks



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