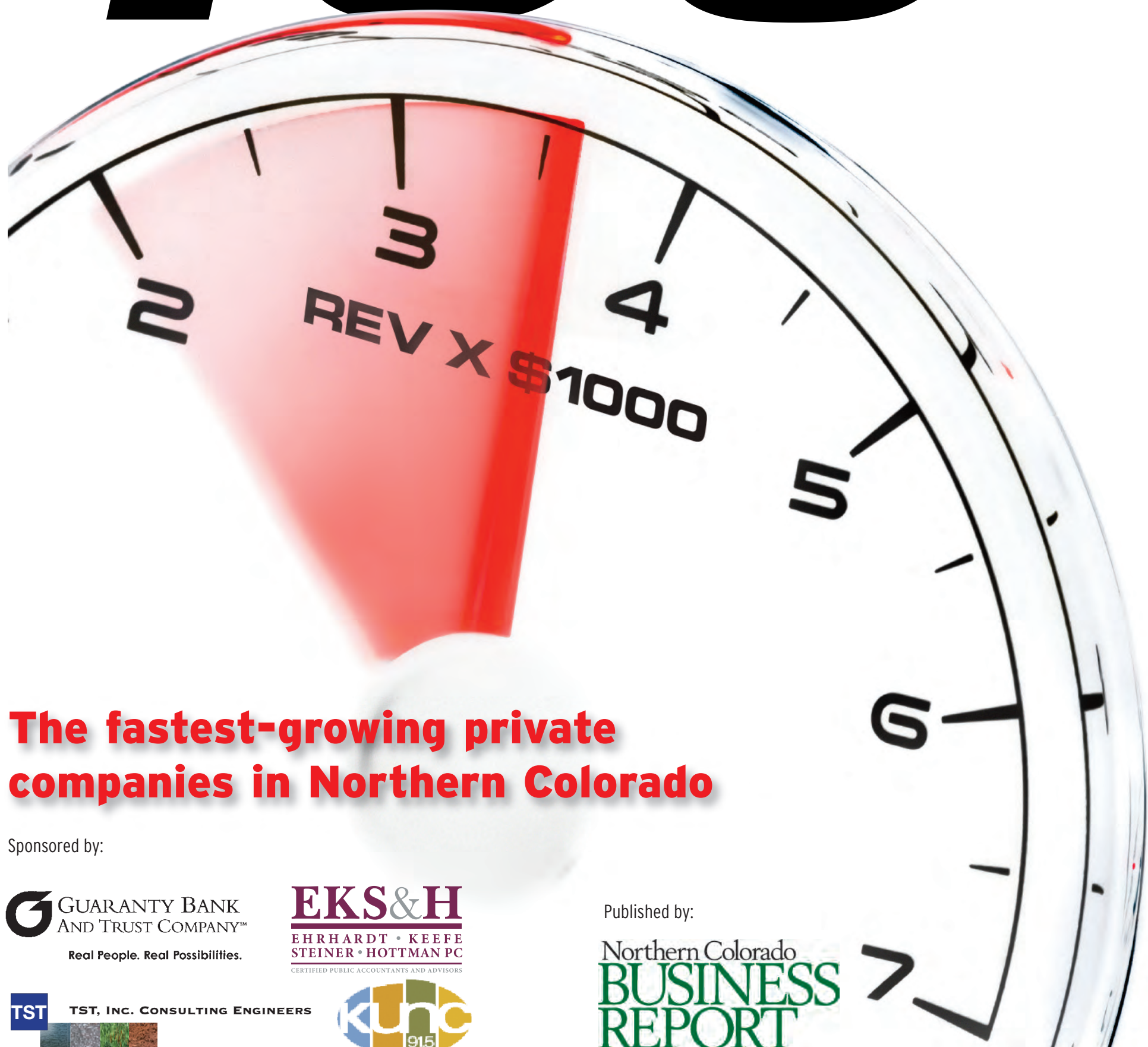


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# Mercury businesses ask: 'Recession? What recession?'

The 2008 numbers tell story of steady growth during turbulent times

By Tom Hacker  
thacker@ncbr.com

The data-crunching that results in the Northern Colorado Business Report's 2008 Mercury 100 list of the region's fastest growing companies underscores what a few regional economists have been telling us for the past couple of years.

Their message: Anyone looking for shelter from the recessionary storm battering the nation can find a measure of relief in Northern Colorado. Even *Business Report* economist John Green, who is not regarded as a Pollyanna among his peers, recently suggested that the region's economy seemed almost recession-proof.

Scanning through the twin lists compiled by the *Business Report*'s research department — one for companies with more than \$2 million in revenue, another for companies with less than that amount — anyone can see that conditions for Northern Colorado's business sectors are vastly better than those described in the national media.

Among the trends apparent in this year's Mercury lists, a few stand out:

■ The construction and engineering sectors, presumed to be reeling from a near-collapse in the housing market, continue to ride high with new projects.

■ Technology companies, including some so new that they barely qualify for Mercury's three-year revenue history, are showing the way by doubling and tripling business.

■ Northern Colorado's banks, as represented by three that have more than doubled their revenue during the past three years, are mostly weathering the tough times.

■ Business services, such as marketing consultants, staffing agencies, office equipment suppliers and accounting firms, have posted huge gains.

#### Success stories

In fact, the 2008 lists show more diversity and balance than in past years, with success stories cutting across all sectors of the economy.

In splitting the list by revenue class, another business trend emerges from the data. It's not the lean, fast-moving startups that are posting the biggest gains, but the larger companies with longer histories.

For 2008, just 17 of the 50 companies with revenue under \$2 million were able to report at least a doubling of their three-year numbers. By contrast, more than half the businesses on the over-\$2 million list hit that target, with 27 of them in the double-or-better category.

Seven of the larger companies saw revenue gains that were more than triple during the three years, compared to five businesses on the under-\$2 million list.

Some of the Mercury 2008 entries, as in years past, serve as economic indicators just by their presence near the top of the list. For example, Western Floors Inc. at No. 10 on the \$2 million-plus list, and Rocky Moun-



### Mercury's new rules

The 2008 Mercury 100 list of Northern Colorado's fastest-growing businesses is actually two lists — one for 50 companies with revenue topping \$2 million, another for the same number of businesses with sales below the \$2 million threshold. Also new for 2008 is the four-year slice of revenue data that *Business Report* researchers used to calculate growth rates for companies during the past three years. Both changes are designed to provide a broader and more accurate reflection of how the region's business community is faring.

tain Desk Co. in the No. 12 position on the same list each demonstrate the strength of the business sectors they serve.

Rocky Mountain Desk, for example, recently outfitted the Windsor offices of Vestas Wind Systems' turbine blade factory. Vestas is the first major employer in what regional economic development officials hope will become a renewable-energy sector that will bring thousands of new manufacturing jobs to Northern Colorado.

#### 'Things are booming'

For the office furniture dealer, the demand from new companies has resulted in a 165 percent revenue gain in the past three years, and a near doubling in the last year alone.

"We're not complaining," said Pearl Stolarczyk, the company's Fort Collins manager. "We've added another person here, and things are booming. We've got new employers, like Vestas, and longstanding clients that keep coming back."

Commercial construction, including projects ranging from higher education to hospitality, has fueled Western Floors' 172 percent growth since 2004.

"The residential market has been really flat," said Western Floors chief operating officer Kelley Conway. "Our business has been primarily commercial, and we have a variety of projects we've been working on."

Look for Western Floors on next year's Mercury 100 list. The company's 2007 revenue came in just shy of \$4 million, but hefty contracts this year that include a \$1.5 million job outfitting new student housing at the WyoTech industrial campus in Laramie will propel the company to new heights.

"We've also just completed the Aims Community College health sciences building," Conway said. "That was another million-dollar contract."

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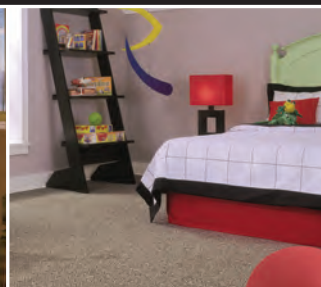
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# Brinkman, Bas Bleu take top honors in Mercury 100

Large, small revenue categories captured by repeat honorees

By Kate Hawthorne  
khawthorne@ncbr.com

FORT COLLINS — This year's change in ranking Northern Colorado's fastest-growing companies by income categories has resulted in two previous top 10 honorees — one the overall winner two years ago — sharing the top spot this year.

Brinkman Partners LLC, the Mercury 100 fastest-growing company in 2006, is No. 1 among companies with revenues over \$2 million for 2008. Bas Bleu Theatre Co., last year's No. 5, shot to the top of the list of companies making less than \$2 million.

This shows that both companies have staying power in the market, even though the markets they serve couldn't be more different.

Fort Collins-based Brinkman Partners, run by brothers Kevin and Paul Brinkman, combines real estate brokerage, land development, resort property management and construction under one brand-new Harmony One roof for a one-of-a-kind real estate services company.

Bas Bleu, under the direction of founder and artistic director Wendy Ishii and general manager Matt Strauch, is dedicated to producing thought-provoking productions in a historic space north of downtown Fort Collins.

What the two companies share that has



Business Report file photos

**NO. 1 BIG AND SMALL** — Bas Bleu Theatre Co.'s production manager Tricia Navarre and artistic director Wendy Ishii share the spotlight this year with brothers Kevin and Paul Brinkman of Brinkman partners.

helped them thrive in challenging economic times is a distinctive vision of their mission, their organization and their customers.

#### Filling niches

"Our success is in knowing what aspects of real estate people are interested in, then filling those niches," Kevin Brinkman said in 2006. "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-

tion-home time shares to help fund nonprofit community groups.

The formula that the thirty-something brothers have applied to their business obviously works to a tee, as four years worth of numbers show.

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



**No. 1 Fastest-Growing  
Private Companies**

Co. to join his brother, Brinkman Partners rolled in \$13.26 million — a two-year increase of 527 percent.

The steep revenue climb for Brinkman continued through the past two years, with sales nearly doubling — from \$16.6 million to \$31.1 million.

The 40-member team the Brinkmans have assembled is also almost double the 21 employees at the end of 2007. They embody qualities seldom found in the real estate and construction business. For example, about half the employees have advanced degrees, as do both brothers.

The Fort Collins natives each earned a

See TOP HONORS, 14B

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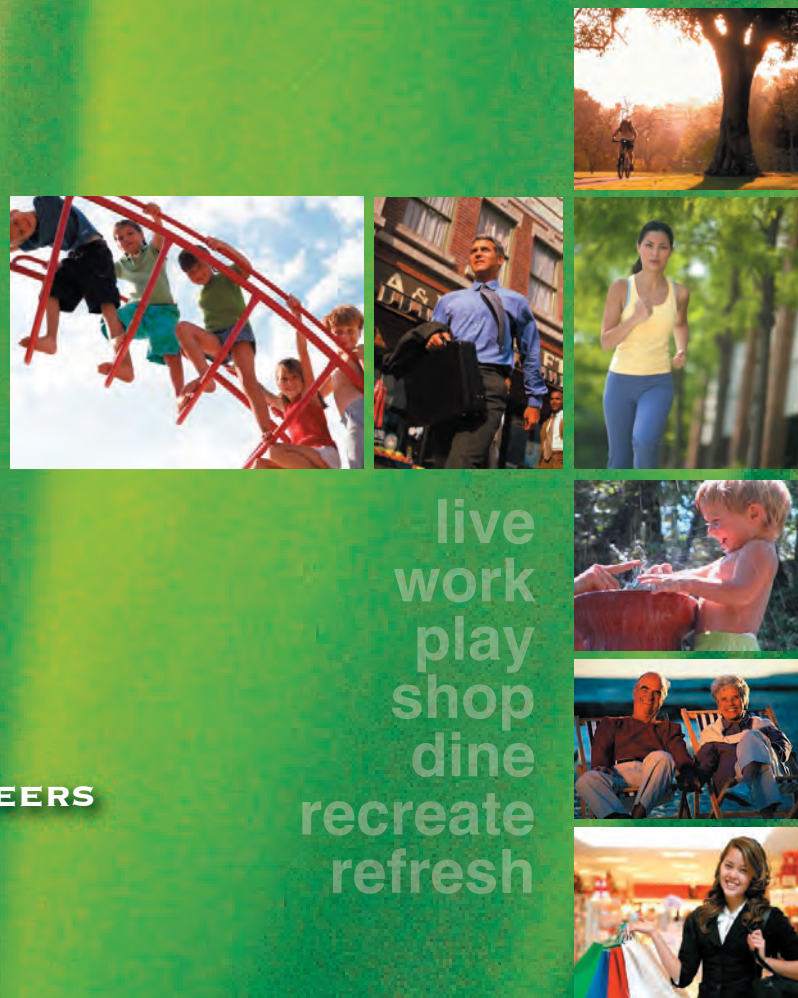
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# KL&A excels at the extraordinary

Swanky resort, new home projects fuel steel business growth

By Steve Porter  
sporter@ncbr.com

LOVELAND — Focusing on high-end residential and specialty steel design, fabrication and construction, KL&A Inc. in Loveland is riding a wave of success and employee satisfaction any business would envy.

The firm, founded in California in 1994 but quickly relocated to Colorado, saw its revenue shoot up 345 percent over the past three years, landing it in the No. 2 spot on the 2008 Mercury list for companies with more than \$2 million in revenue.

KL&A also was named one of the top 10 "Best Firms to Work For" by Structural Engineer magazine last October.

A pretty good year, you might say. "That's a big deal to us because it's a national recognition," company COO Douglas Rutledge said of the Best Firms designation. "And it's the second year in a row that we've been in the top 10."

Rutledge said the business was founded by a practicing structural engineer, a professor from Stanford University and a forensic engineer from Menlo Park, Calif. At about the same time, the firm opened two offices



Steve Porter, Northern Colorado Business Report

**STEEL SPECIALISTS** — Douglas Rutledge (right), chief operations officer for KL&A Inc. in Loveland, confers with Shaun Franklin, vice president of construction services, on a new project. The company placed No. 2 on this year's Mercury 100 list of fastest-growing companies with revenues over \$2 million.

in Colorado. Rutledge said managers made a business decision to sell off the California office and concentrate on Colorado, where

KL&A now has offices in Loveland, Golden,

See KL&A, 15B



**No. 2 Fastest-Growing  
Private Company**  
Revenues over \$2 million

## KL&A Inc.

**Founded:** 1994

**Management:** M. Douglas Rutledge, COO

**Headquarters:** Loveland

**Product/Service:** Structural engineering, structural steel design/build, steel construction management and steel detailing.

**Employees:** 47

**2007 revenue:** \$22,250,000

**Three-year growth:** 345 percent

SOURCE: BUSINESS REPORT RESEARCH



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# Farmers Bank rides to Mercury Top 10

'People skills' guide rural bank's growth in competitive market

By Kristen Tatti  
ktatti@ncbr.com

In banking, being everywhere doesn't always equate to success.

For Farmers Bank, success has more to do with the people than the branch locations, bank President and CEO Fred Bauer said.

The Ault-based bank has defied the branching trend — having opened its first branch last year — while maintaining a position among the fastest-growing companies in the region. Farmers appears in the No. 9 spot among the top 10 fastest-growing companies in Northern Colorado with revenue in excess of \$2 million for this year. The bank grew 189 percent to more than \$14 million in total income for 2007 on deposits of \$218 million.

Founded in 2001, Farmers Bank is a relatively new institution with a long history. When Centennial Bank of the West was realigning its business for a potential sale and decided it would sell the Ault location, Bauer and some of the bank directors decided there was a need and an opportunity to maintain a locally owned bank. The group purchased the assets, filed a new charter and kept the name Farmers Bank.



Kate Hawthorne, Northern Colorado Business Report

**FARMERS' FRIEND** — Fred Bauer, president and CEO of Farmers Bank, is based in Ault, but likes to drop by the Fort Collins branch every now and then to make sure everything is running smoothly, in a warm and fuzzy kind of way.

"There's been a bank in Ault with the Farmers name on it since 1906," Bauer said, adding that the name was on hiatus following a string of acquisitions.

The bank grew steadily with a focus on agriculture and an expanding construction

and real estate loan portfolio. The agriculture market is very mature, meaning that new businesses are scarce. Portfolio growth becomes more dependent on the people

See **FARMERS BANK**, 14B



**No. 9 Fastest-Growing  
Private Company**  
Revenues over \$2 million

## Farmers Bank

**Founded:** 2001  
**Management:** Fred J. Bauer, President and CEO  
**Headquarters:** Ault  
**Product/Service:** Full-service bank.  
**Employees:** 31  
**2007 revenue:** \$14,561,740  
**Three-year growth:** 189 percent

SOURCE: BUSINESS REPORT RESEARCH



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# Dagama Web Studio born of Internet love

Good timing led to successful site designing business

By Steve Porter  
sporter@ncbr.com

FORT COLLINS — Lori Gama knew a good thing when she saw it.

And she had the good sense to climb on board.

Gama, owner and founder of Dagama Web Studio Inc. in Greeley, had a revelation in 1997.

"We bought our first computer that year and I fell in love with the Internet," she said. "And I saw the potential for doing Web sites as a business."

That ability to see the future has paid off for Gama and her business, which recorded three-year revenue growth of 186 percent and claims the No. 7 position on the 2008 list of fastest-growing companies with revenues under \$2 million.

Dagama Web Studio specializes in full-service Web site development and search engine optimization for a growing list of business clients of all sizes.

Gama says she's moved into that position mostly self-taught.

"I took an HTML class that my 12-year-old could now take," she said. "I've been passionate about it and I've had a mentor I could turn to, but mostly I've been self-taught."



Steve Porter, Northern Colorado Business Report

**WEB MASTER** — Lori Gama puts the finishing touches on a new Web site at Dagama Web Studio in Greeley. Gama said she's mostly self-taught, enabling her to master the intricacies of site design and search engine optimization for her clients.

She said that's turned out to be a plus for her business.

"The experience of being self-taught has resulted in me writing code for an entire Web site," she said. "Now, you don't have to do that, but seeing the whole picture from having done it all is not a bad thing."

Gama started her business modestly, first creating sites for friends and family. But she's way past that now. "We can serve all industries, and we have," she said.

Gama said business is now firmly behind the concept of having an Internet presence

See **DAGAMA**, 15B



**No. 7 Fastest-Growing  
Private Company**  
Revenues under \$2 million

## Dagama Web Studio Inc.

**Founded:** 1997

**Management:** Lori Gama, President and CEO

**Headquarters:** Greeley

**Product/Service:** Web site development and redesign, search engine optimization, pay-per-click ads, content management system, database programming, e-mail marketing, hosting and e-commerce.

**Employees:** 3

**2006 revenue:** \$200,000

**Two-year growth:** 186 percent

SOURCE: BUSINESS REPORT RESEARCH

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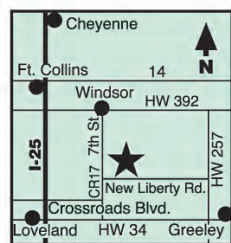
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Kate Hawthorne, Northern Colorado Business Report

**HOT COMPANY** — Korey Albert, a member of the Kansas City Barbecue Society, uses only hickory wood to smoke the meats and poultry that have made Albert Pit Barbecue one of the region's fastest-growing companies.

# Fort Collins company really smokin' now

Albert Pit Barbecue turned backyard hobby into catering business

By Kate Hawthorne  
khawthorne@ncbr.com

FORT COLLINS — What started as a hobby was the sixth-fastest growing business with revenues under \$2 million in Northern Colorado last year.

Korey Albert started smoking meat in his Fort Collins backyard about 13 years ago, after visiting his sister in Kansas City, where he says real barbecue is "so much a part of the culture." Eventually his dry-rubbed meats and sweet sauce with a bite won ribbons at 'cue contests in Colorado and his home state of Nebraska.

When Albert got laid off from his job in 2002, he decided to take a chance and opened Albert Pit Barbecue.

"It's worked out well," he said modestly.

In fact, with the help of family members and a couple of summer helpers from his church, Albert's catering company has grown by triple-digit percentages over the last two years, from \$81,679 in revenues for 2005 to \$192,000 for 2007, for the No. 6 on the under- \$2 million list.

Albert attributes the growth almost entirely to word of mouth — once diners put some slow-smoked brisket, pulled pork or pulled chicken in their mouths, they have to tell their friends.

"We cater events and meetings for the city (of Fort Collins), (Larimer) county and corporations, and every time, there's someone there who is having a wedding or graduation party or company picnic, and then we get that next job," he said.

Summer is the busy season, when Albert estimates his company caters about 30 weddings between May and October. And he



**No. 6 Fastest-Growing  
Private Company  
Revenues under \$2 million**

## Albert Pit Barbecue

**Founded:** 2002  
**Management:** Korey Albert, Owner  
**Headquarters:** Fort Collins  
**Product/Service:** Catering company specializing in hickory-smoked barbecue.  
**Employees:** 4  
**2006 revenue:** \$192,000  
**Two-year growth:** 187 percent

SOURCE: BUSINESS REPORT RESEARCH

does it with just four full-time employees, although he brings in extra hands for big events like the 1,000-plus soiree for the Hach Cos. at the Loveland-Fort Collins Airport, or the party at the Greeley Stampede where he fed more than 600 people in 20 minutes. That took six people.

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See ALBERT PIT BBQ, 15B

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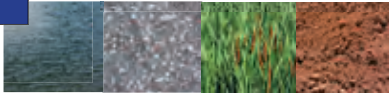
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1	<b>BRINKMAN PARTNERS</b> 3003 East Harmony Road, Third Floor Fort Collins, CO 80528 970-206-4500/970-206-1011	596% 135% 87.414%	\$31,146,539 \$16,619,073 \$13,258,722 \$4,474,866	40 21	Integrated real esatate services - construction, development, real estate brokerage, vacation properties.	kevin.brinkman@brinkmanpartners.com www.brinkmanpartners.com	Paul E. Brinkman and Kevin Brinkman, Principals Dec. 31 2003
2	<b>K L &amp; A INC.</b> 4412 W. Eisenhower Blvd. Loveland, CO 80537 970-667-2426/970-667-2493	345% 207% 173.006%	\$22,250,000 \$8,150,000 \$7,250,000 \$5,000,000	47 47	Structural engineering, structural steel design/build, steel construction management and steel detailing.	drutledge@klaa.com www.klaa.com	M. Douglas Rutledge, COO Dec. 31 1994
3	<b>NEW FRONTIER BANK</b> 2425 35th Ave. Greeley, CO 80634 970-339-5100/970-339-5200	338% 183% 56.473%	\$137,161,000 \$87,658,000 \$48,489,000 \$31,323,000	225 186	Full-service, locally owned and managed bank.	support@newfrontierbank.com www.newfrontierbank.com	Larry Seastrom, CEO and President Dec. 31 1998
4	<b>RB INTERIOR TRIM</b> 309 S. Link Lane, Unit C Fort Collins, CO 970-484-4401/970-484-4117	332% 237% 70.723%	\$8,993,388 \$5,267,814 \$2,672,417 \$2,081,123	75 N/A	Manufactures and installs wood cabinets, plastic laminate cabinets, special order desks, office furniture, room dividers, custom bars and serving buffets for the restaurant industry.	rbit@rbinteriortrim.com www.rbinteriortrim.com	Scott Busteed, Owner Dec. 31 2000
5	<b>EMPLOYMENT SOLUTIONS PERSONNEL SERVICES INC.</b> 4206 S. College Ave., No. 107 Fort Collins, CO 80525 970-407-9675/970-407-1214	256% 115% 54.684%	\$8,395,000 \$5,427,177 \$3,910,000 \$2,356,000	11 1	Staffing services.	Rick@EmploymentSolutions.com www.EmploymentSolutions.com	Rick Wagner, President Dec. 31 1994
6	<b>ACCOUNTING SYSTEMS INC. - ASI</b> 324 Remington St. Fort Collins, CO 80524 970-419-3210/970-416-0732	237% 117% 43.018%	\$3,005,460 \$2,101,461 \$1,383,630 \$890,850	17 12	Consulting, customizing, implementing, training and ongoing service of third-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
7	<b>ITX - INFORMATION TECHNOLOGY EXPERTS INC.</b> 2120 S. College Ave. Fort Collins, CO 80525 970-282-7333/970-282-3764	233% 131% 42.857%	\$15,000,000 \$10,500,000 \$6,500,000 \$4,500,000	136 115	Full-service IT support, including network design & admin, software & database development, network security, server & PC maintenance, wireless, IP phone systems, offsite back-ups, asset management, and security cameras.	mtran@itxfc.com www.itxfc.com	Bruce Hottman, Vice president Dec. 31 1996
8	<b>N LINE ELECTRIC LLC</b> 12922 Weld County Road 1 Longmont, CO 80504 303-702-1147/303-702-1149	192% 153% 15.152%	\$3,800,000 \$3,300,000 \$1,500,000 \$1,300,000	20 20	High-voltage electrical contractor specializing in pole line repairs and substation construction.	wade@nlineelectric.com www.nlineelectric.com	Wade Hamlin and Rodger Steinke, Owners Dec. 31 2003
9	<b>FARMERS BANK</b> 119 First St. Ault, CO 80610 970-834-2121/970-834-1351	189% 92% 30.138%	\$14,561,740 \$11,189,453 \$7,590,573 \$5,032,670	31 31	Full-service bank.	info@farmersbank-weld.com www.farmersbank-weld.com	Fred J. Bauer Dec. 31 2001
10	<b>WESTERN FLOORS INC.</b> 3597 Draft Horse Drive Loveland, CO 80538 970-667-6444/970-667-5666	172% 98% 7.939%	\$3,970,000 \$3,678,000 \$2,001,025 \$1,457,859	12 13	Carpet, tile, granite, El Dorado stone, vinyl materials and installation of laminate and hardwood flooring.	info@westernfloors.com www.westernfloors.com	Lloyd Peterman, President and Kelley Conway, COO Dec. 31 2001
11	<b>SUNVALLEY FARMS MARKETING INC.</b> 255 S.W. 42nd St. Loveland, CO 80537 970-292-5622/970-292-5623	169% 45% 6.215%	\$18,800,000 \$17,700,000 \$13,000,000 \$7,000,000	10 8	Greenhouse produce (tomatoes, peppers, cucumbers) sales and marketing.	dfahrenbruch@sunvalleyfarms.net www.sunvalleyfarms.net	David Fahrenbruch, President Dec. 31 2004
12	<b>ROCKY MOUNTAIN DESK CO.</b> 3600 Mitchell Drive, Suite 50-A Fort Collins, CO 80525-5920 970-206-0236/970-206-0276	165% 123% 90.971%	\$3,342,000 \$1,750,000 \$1,500,000 \$1,260,000	3 3	Office furniture sales. Also, design, installation, reconfiguration, repair, refinish, move and assist management of office furniture.	pearl@rockymountaindesk.com www.rockymountaindesk.com	Pearl Stolarczyk Sep. 30 1983
13	<b>PREMIER EMPLOYMENT SCREENING SERVICES</b> 113 S. College Ave. Fort Collins, CO 80524 970-491-9655/970-491-9619	153% 99% 76.004%	\$2,992,613 \$1,700,305 \$1,501,880 \$1,181,000	35 22	Background-screening products, employee/position assessment, drug testing and more.	info@premieress.com www.premieress.com	N/A Dec. 31 1995
14	<b>COLORADO IRON &amp; METAL INC.</b> 1400 E. Mulberry St. Fort Collins, CO 80524 970-482-7707/970-493-7821	142% 66% 22.792%	\$8,202,705 \$6,680,166 \$4,928,930 \$3,393,431	32 34	Full-service scrap metal recycling services accepting all ferrous and non-ferrous metals. Buys steel, copper, brass, aluminum, stainless steel, precious metals, high-temp alloys and other metals. Roll-off, container and recycling site management available. LEED certified provider. New steel distributor and a custom metal fabricator.	kentgarvin@coloradoironmetal.com www.coloradoironmetal.com	Kent Garvin, President Dec. 31 1995
15	<b>ADVANTAGE BANK</b> 1475 N. Denver Ave. Loveland, CO 80538 970-613-1982/970-613-1853	140% 52% 3.888%	\$30,647,000 \$29,500,000 \$20,183,000 \$12,796,000	81 80	Banking and financial services.	customerservice@advantagebanks.com www.advantagebanks.com	Tom Chinnock, CEO June 30 2000
16	<b>MESA NETWORKS INC.</b> 8105 W. I-25 Frontage Road, Unit 9 Frederick, CO 80516 303-774-0166/303-774-0730	137% 65% 6.759%	\$8,543,886 \$8,002,995 \$5,166,054 \$3,597,476	32 28	Broadband, fast and simple mesa is a leading North American wireless internet service provider and professional engineering services firm to private enterprises and the public sector.	sales@mesanetworks.com www.mesanetworks.com	Todd Bergstrom, CEO Dec. 31 2000
17	<b>MILL BROTHERS LANDSCAPE</b> 6121 E. Harmony Road Fort Collins, CO 80528 970-493-3883/970-493-4943	129% 68% 9.963%	\$11,460,000 \$10,421,730 \$6,822,296 \$5,000,000	150 150	Design and installation of landscape and irrigation systems and year-round landscape management services.	kmill@millbrothers.com www.millbrothers.com	Kevin Mill and Andy Mill, Owners Dec. 31 1980
18	<b>INTEGWARE INC.</b> 1612 Specht Point Drive., Suite 101 Fort Collins, CO 80525 970-282-0400/970-282-0500	129% 71% 19.225%	\$5,198,860 \$4,360,544 \$3,036,430 \$2,273,625	80 35	PLM implementation services and ENOVIA Life Science Accelerators.	lauren.farbo@integware.com www.integware.com	Chris Kay, CEO and President Dec. 31 1992
19	<b>CITADEL ADVISORY GROUP</b> 2120 Milestone Ct., Suite 103 Fort Collins, CO 80525 970-267-0802/970-267-9258	128% 437% 5.552%	\$9,658,000 \$9,150,000 \$1,800,000 \$4,240,000	7 6	Merger and acquisition advisory services.	chris@citadeladvisory.com www.citadeladvisory.com	Chris C. Frevert, Principal Dec. 31 2002
20	<b>FAGERBERG PRODUCE INC.</b> 17673 Weld County Road 80 Eaton, CO 80615 970-834-1353/970-834-1434	128% 52% 39.050%	\$45,545,971 \$32,755,000 \$30,000,000 \$20,000,000	75 78	Distribution of onions and wholesale produce packaging.	greg@fagerbergproduce.com www.fagerbergproduce.com	Lynn Fagerberg, Owner Dec. 31 1977
21	<b>ADVANCE TANK &amp; CONSTRUCTION CO.</b> 3700 E. Larimer County Road 64 Wellington, CO 80549 970-568-3444/970-568-3435	127% 162% 23.636%	\$68,000,000 \$55,000,000 \$26,000,000 \$30,000,000	230 200	Steel plate products such as ethanol, biodiesel, water storage tanks, bins and silos.	lclay@advancetank.com www.advancetank.com	James Clay, President and Lisa K. Clay, General counsel Dec. 31 1981
22	<b>COLORADO CUSTOMWARE INC.</b> 1109 Oak Park Drive, Suite 100 Fort Collins, CO 80525 970-212-4001/970-223-4204	126% 18% 4.623%	\$5,795,964 \$5,539,854 \$4,905,379 \$2,565,643	61 48	Land Records Management software for recorders, assessors and treasurers in state and local governments.	info@cci.ws www.coloradocustomware.com	Lori Schlotter, CEO, Owner and President Dec. 31 1989
23	<b>RIVERSIDE TECHNOLOGY INC.</b> 2290 E. Prospect Road, Suite 1 Fort Collins, CO 80525 970-484-7573/970-484-7593	121% 66% 34.783%	\$9,300,000 \$6,900,000 \$5,600,000 \$4,200,000	76 55	Consulting and integrated solutions for science, engineering and information technology.	info@riverside.com www.riverside.com	Larry Brazil, Ph.D., P.E., President Dec. 31 1985
24	<b>AGLAND INC.</b> 260 Factory Road Eaton, CO 80615 970-454-4000/970-454-2144	119% 97% 25.386%	\$170,633,595 \$136,086,769 \$86,509,792 \$77,752,881	180 180	Farmer-owned cooperative serving customers in agricultural, commercial and retail markets. Fertilizer, chemicals, seed, petroleum, car-care centers, lubricants, convenience stores, country store, retreat tire facility, inputs, feed and feed manufacturing.	N/A www.aglandinc.com	Mitch Anderson, CEO and General manager June 30 1905
25	<b>VISTA SOLUTIONS CORP.</b> 2619 Midpoint Drive, Suite F Fort Collins, CO 80525 970-212-2940/970-212-2950	116% 74% 55.779%	\$7,456,101 \$4,786,317 \$4,292,921 \$3,444,516	18 16	As HP's largest reseller along the Front Range, we meet the IT needs of over 80 business and medical customers. We focus on improving the reliability and availability of our customer's data by providing network, storage and security solutions.	info@vistasolutions.net www.vistasolutions.net	Robert J. Vomaske, CEO Dec. 31 1992

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# Mercury Fastest Growing Companies Over \$2 Million

## Ranked by 3-year revenue growth

RANK	COMPANY ADDRESS PHONE/FAX	3-YEAR REVENUE GROWTH 2-YEAR REVENUE GROWTH 1-YEAR REVENUE GROWTH	REVENUES 2007 REVENUES 2006 REVENUES 2005 REVENUES 2004	EMPLOYEES 2008 EMPLOYEES 2007	PRODUCTS/SERVICES	E-MAIL WEB SITE	PERSON IN CHARGE FISCAL YEAR END YEAR FOUNDED
26	<b>CHAMPION AUTO GROUP INC./IRON MOUNTAIN</b> 871 Champion Drive Windsor, CO 80550 970-330-1800/970-330-2501	111% 31% 15.840%	\$280,000,000 \$241,713,386 \$214,534,548 \$132,959,978	385 385	Automotive dealership, trucks and work vans.	Chamberlainj@championagc.com www.ironmountainautoplex.com	Edwin John Chamberlain, CEO Dec. 31 1999
27	<b>RESURRECTION CHRISTIAN SCHOOL</b> 6508 E. Crossroads Blvd. Loveland, CO 80538 970-612-0674/970-612-0975	108% 80% 52.884%	\$2,550,000 \$1,667,935 \$1,417,567 \$1,225,000	56 50	K-12 education.	ahowlett@rez.org www.rcschool.org	Allen Howlett, Superintendent Dec. 31 1998
28	<b>CONNECTING POINT</b> 2401 17th St. Greeley, CO 80634 970-356-7224/970-356-7283	101% 46% 30.421%	\$6,865,000 \$5,263,713 \$4,692,002 \$3,416,117	24 23	Network integration, remote managed services, network security, unified communications (VoIP), technical outsourcing, product sales.	esales@cpgreeley.com www.cpgreeley.com	Ted Warner, President Sept. 30 1985
29	<b>HORST CO. A MODULAR CONCEPTS CORP.</b> 937 A St. Greeley, CO 80631 970-353-7724/970-353-7774	95% 67% 100.465%	\$2,004,653 \$1,000,000 \$1,200,000 \$1,028,000	21 20	Custom animal enclosures and systems, including kennel runs, cages and related products.	info@horstcompany.com www.horstcompany.com	Tracy Cantrell, Owner and President Dec. 31 1980
30	<b>S.A. ROBOTICS</b> 3985 S. Lincoln St., Suite 100 Loveland, CO 80537 970-663-1431/970-663-5898	90% 101% 79.390%	\$16,364,000 \$9,122,000 \$8,159,000 \$8,620,000	130 78	Complete design, engineering, fabrication and testing of remotely operated and robotic equipment and containment systems. Carbon fiber manufacturing including hand-layup and winding, and autoclave and oven curing. Custom machining and waterjet cutting.	info@sarobotics.com www.sarobotics.com	Michael Cappello, CEO Dec. 31 1992
31	<b>GRAY OIL CO.</b> 804 Denver Ave. Fort Lupton, CO 80621 800-464-4729/303-857-1641	86% 30% 0.616%	\$96,387,872 \$95,797,778 \$74,220,301 \$51,892,292	64 64	Fuel, lubes and chemicals.	tina@grayoil.net www.grayoil.net	Tina Powell, Owner and President June 30 1937
32	<b>ANDERSON CONSULTING ENGINEERS INC.</b> 772 Whalers Way, Suite 200 Fort Collins, CO 80525 970-226-0120/970-226-0121	85% 38% 25.240%	\$3,260,000 \$2,603,000 \$2,363,910 \$1,765,626	22 20	Water resources, civil, environmental and river restoration.	baanderson@acewater.com www.acewater.com	Bradley A. Anderson, President Dec. 31 1998
33	<b>OBERMEYER HYDRO INC.</b> 303 W. Larimer County Road 74 Wellington, CO 80549 970-568-9844/970-568-9845	83% 42% 77.797%	\$9,596,554 \$5,397,482 \$6,736,218 \$5,257,000	55 30	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
34	<b>LINDEN</b> 223 S. Howes St. Fort Collins, CO 80521 970-221-3232/970-221-0375	80% 64% 5.882%	\$2,700,000 \$2,550,000 \$1,650,000 \$1,500,000	16 16	Smart marketing services - including research, branding, strategy, advertising & media planning, public relations, design, multimedia, copywriting and in-house printing.	mail@golinden.com www.golinden.com	Susie Cannon and Launie Parry, Owners Dec. 31 1996
35	<b>AYRES ASSOCIATES</b> 3665 JFK Parkway, Bldg. 2, Suite 200 Fort Collins, CO 80525 970-223-5556/970-223-5578	80% 38% 38.462%	\$9,000,000 \$6,500,000 \$6,500,000 \$5,000,000	54 54	Water resources and municipal engineering services.	quastt@ayresassociates.com www.ayresassociates.com	Jim Schall, Vice president Dec. 31 1967
36	<b>J-9 CROP INSURANCE AGENCY LLC</b> 217 First St. Ault, CO 80610 970-834-1160/970-834-0348	79% 54% 53.571%	\$4,300,000 \$2,800,000 \$2,800,000 \$2,400,000	4 4	Crop insurance.	janine@j9crop.com N/A	Janine Freeman and Mike Freeman, Owners Dec. 31 1997
37	<b>CO'S BMW CENTER</b> 4150 Byrd Drive Loveland, CO 80538-9044 970-292-5200/970-292-5719	79% 36% 8.108%	\$40,000,000 \$37,000,000 \$29,500,000 \$22,400,000	45 45	BMW automobiles, sales, parts, service, pre-owned cars and trucks.	sales@cosbmw.com www.cosbmw.com	Christina Dawkins, General manager and Owner Dec. 31 1974
38	<b>THE NEENAN CO.</b> 2620 E. Prospect Road Fort Collins, CO 80525 970-493-8747/970-493-5869	75% 60% 52.000%	\$152,000,000 \$100,000,000 \$95,000,000 \$87,000,000	225 195	Design-build firm specializing in health care, education, municipal and commercial buildings.	info@neenan.com www.neenan.com	David Neenan, CEO and Randy Myers, President Dec. 31 1966
39	<b>ALLIANCE CONSTRUCTION SOLUTIONS LLC</b> 2725 Rocky Mountain Ave., Suite 100 Loveland, CO 80538 970-663-9700/970-663-9750	72% 46% 8.219%	\$79,000,000 \$73,000,000 \$54,000,000 \$46,000,000	N/A 61	General contracting/construction management/design and build.	kmpowers@allianceconstruction.com www.allianceconstruction.com	Clayton A. Schwerin, CEO and President Dec. 31 1982
40	<b>BURROWS ENTERPRISES INC.</b> 2024 E. Eighth St. Greeley, CO 80631 970-353-3769/970-353-0839	67% 162% 43.189%	\$3,080,000 \$2,151,000 \$1,175,000 \$1,840,000	19 19	Roto-Grind tub grinder, Roto-Grind grain grinders, custom fabrication and machining, livestock feeding equipment and turf and golf course equipment.	royal@roto grind.com www.roto grind.com	Royal Burrows, President Dec. 31 1977
41	<b>OFFICESCAPES</b> 4812 McMurry Ave., Suite 180 Fort Collins, CO 80525 970-223-5959/970-223-5858	67% 40% 15.738%	\$7,685,000 \$6,640,000 \$5,500,000 \$4,600,000	25 30	Office, health care, and education furnishings, workplace consulting and planning, installation, moves and reconfigurations, cabling, flooring, audio visual.	sgrant@officescapes.com www.officescapes.com	Sharie Grant, President February 1969
42	<b>SEARS TROSTEL LUMBER CO.</b> 125 Airpark Drive Fort Collins, CO 80524 970-482-0222/970-484-8520	61% 29% 17.273%	\$12,900,000 \$11,000,000 \$10,000,000 \$8,000,000	65 65	Custom wood moldings, arched moldings, hardwood lumber. Wholesale and manufacturing.	sales@sears-trostel.com www.sears-trostel.com	Steve Schwartz and Curt Viehmeyer, Owners Dec. 31 1929
43	<b>FCI CONSTRUCTORS INC.</b> 4001 N. Valley Drive Longmont, CO 80504 970-535-4725/970-535-4867	61% 64% 10.329%	\$235,000,000 \$213,000,000 \$143,000,000 \$145,850,504	285 260	Construction manager/general contractor.	sarmstrong@fcioi.com www.fcioi.com	Ed Forsman, President March 31 1978
44	<b>POUDRE VALLEY RURAL ELECTRIC ASSOCIATION INC.</b> 7649 REA Parkway Fort Collins, CO 80528 970-226-1234/970-226-2123	56% 29% 12.952%	\$73,266,951 \$64,865,651 \$56,587,642 \$46,892,421	90 88	Electric utility. 501(c)12	pvrea@pvrea.com www.pvrea.com	Robert "Brad" Gaskill, CEO Dec. 31 1939
45	<b>CTL THOMPSON INC.</b> 351 Linden St., Suite 140 Fort Collins, CO 80524 970-206-9455/970-206-9441	56% 42% 3.802%	\$3,249,000 \$3,130,000 \$2,286,000 \$2,083,000	35 33	CTL Thompson is a full-service geotechnical, structural, environmental and materials engineering firm.	hperko@ctlthompson.com www.ctlit.com	Howard A. Perko, Ph.D., P.E., Fort Collins division manager Dec. 31 1977
46	<b>COE CONSTRUCTION INC.</b> 2302 E. 13th St. Loveland, CO 80537 970-663-7636/970-669-4329	55% 23% 43.293%	\$23,500,000 \$16,400,000 \$19,056,200 \$15,173,300	24 23	Commercial general contractor.	admin@coeconstruction.com www.coeconstruction.com	Gregg Meisinger, President Dec. 31 1990
47	<b>ACCESS COMPUTER PRODUCTS INC.</b> 451 W. 69th St. Loveland, CO 80538 970-612-2930/970-612-2095	53% 29% 2.250%	\$16,769,000 \$16,400,000 \$12,961,000 \$10,944,000	100 100	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; www.cartridgesfor kids.com	Joe Goodell, President Dec. 31 1987
48	<b>GALLEGOS SANITATION INC.</b> 1941 Heath Parkway, Suite 2 Fort Collins, CO 80524 970-484-5556/970-484-0662	51% 39% 23.254%	\$11,841,000 \$9,607,000 \$8,490,029 \$7,841,514	135 125	Recycling & waste collection for home, business, or construction project, including special events and portable restroom rentals.	CustService@gallegossanitation.com www.GallegosSanitation.com	Gerald E. Gallegos, President Dec. 31 1959
49	<b>UNITED POWER INC.</b> 500 Cooperative Way Brighton, CO 80601 303-659-0551/303-659-2172	49% 29% 13.880%	\$111,598,735 \$97,996,773 \$86,492,200 \$74,712,747	165 164	Electric utility.	hstorz@unitedpower.com www.unitedpower.com	Robert Broderick, CEO Dec. 31 1938
50	<b>DURAN EXCAVATING INC.</b> 418 N. Ninth Ave. Greeley, CO 80631 970-351-0192/970-378-9532	49% 9% 22.358%	\$10,258,237 \$8,383,786 \$9,440,740 \$6,900,000	46 46	Earthwork, utilities and roadwork.	ellied@duranexcavating.com www.duranexcavating.com	Ernest E. Duran, President Dec. 31 1979

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

Based upon responses to Business Report survey researched by Kathleen Chaballa  
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# Mercury Fastest Growing Companies Under \$2 Million

## Ranked by 3-year revenue growth

RANK	COMPANY ADDRESS PHONE/FAX	3-YEAR REVENUE GROWTH 2-YEAR REVENUE GROWTH 1-YEAR REVENUE GROWTH	REVENUES 2007 REVENUES 2006 REVENUES 2005 REVENUES 2004	EMPLOYEES 2008 EMPLOYEES 2007	PRODUCTS/SERVICES	E-MAIL WEB SITE	PERSON IN CHARGE FISCAL YEAR END YEAR FOUNDED
1	<b>BAS BLEU THEATRE CO.</b> 401 Pine St. Fort Collins, CO 80524 970-498-8949/970-498-9272	300% 285% 41.483%	\$755,795 \$534,194 \$196,134 \$188,816	7 5	Entertainment venue and conference/meeting space. Discounts for nonprofits and multiple events scheduled in one booking.	basbleu@basbleu.org www.basbleu.org	Matt Strauch Aug. 31 1992
2	<b>SOLARGREEN TECHNOLOGIES</b> 2020 S. College Ave., Suite A4 Fort Collins, CO 80525 970-493-8241/970-493-2623	254% 132% 63.305%	\$1,700,000 \$1,041,000 \$732,000 \$480,000	8 7	Solatube skylights for residential and commercial customers.	tyler@skylightsofcolorado.com www.skylightsofcolorado.com	Tyler Smith, General manager Dec. 31 1996
3	<b>SAGE MARKETING GROUP</b> 323 W. Drake Road, No. 116 Fort Collins, CO 80525 970-221-5007/970-229-9007	236% 98% 37.418%	\$841,000 \$612,000 \$425,000 \$250,000	5 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
4	<b>MIRAMONT FAMILY MEDICINE</b> 4674 Snow Mesa Drive, Suite 140 Fort Collins, CO 80528 970-482-0213/	224% 182% 100.000%	\$1,600,000 \$800,000 \$567,971 \$494,264	25 15	Patient-centered medical practice, with walk-in clinic, X-ray, lab, after hours, pharmacy.	info@miramont.us www.miramont.us	John Lumir Bender, Director and Teresa Bender, Practice administrator Dec. 31 1940
5	<b>C &amp; T CUSTOM FABRICATION INC.</b> 5186 Longs Peak Road Berthoud, CO 80513 970-532-2444/970-461-0284	213% 196% 61.897%	\$1,506,826 \$930,729 \$509,102 \$481,187	21 14	Steel fabrication and welding job shop.	ctcustom@frii.com www.ctcustomfab.com	N/A Dec. 31 1997
6	<b>ALBERT PIT BARBECUE</b> 3201 E. Mulberry St., Unit F Fort Collins, CO 80524 970-213-7427/	187% 135% 64.680%	\$192,000 \$116,590 \$81,679 \$67,000	4 3	Catering company specializing in hickory-smoked barbecue. Open for carryout on first Friday of each month.	korey@albertpitbbq.com www.albertpitbbq.com	Korey Albert Dec. 31 2002
7	<b>DAGAMA WEB STUDIO INC.</b> 7110 W. 12th St. Greeley, CO 80634 970-378-7822/	186% 3% 0.000%	\$200,000 \$200,000 \$195,000 \$70,000	3 3	Web site development and redesign, search engine optimization, pay-per-click ads, content management system, database programming and other backend development, e-mail marketing, logo design, flash animation, hosting, domain purchase and e-commerce.	lori@dagamawebstudio.com www.dagamawebstudio.com	Lori Gama, CEO and President Dec. 31 1997
8	<b>ENERGYLOGIC INC.</b> 525 E. County Road 8 / Highway 56 Berthoud, CO 80513 970-532-3220/970-532-5074	183% 147% 35.404%	\$1,200,000 \$886,234 \$486,500 \$424,000	22 15	Energy efficiency consulting and testing for homebuilders and homeowners. Supporting Energy Star, Built Green and LEED. Also working in LEED-NC and EB and performing commercial energy audits and recommissioning.	info@nrglogic.com www.nrglogic.com	Steve Byers, Principal Dec. 31 2006
9	<b>BCINTERIORS</b> 122 S. Mason St. Fort Collins, CO 80524 970-686-1449/970-686-1192	172% 71% -23.000%	\$1,155,000 \$1,500,000 \$675,000 \$425,000	N/A 2	Sales, design services, space planning, project management, delivery and installation.	sales@bcinteriors.com www.bcinteriors.com	Chris Mabbitt, Owner Dec. 31 1978
10	<b>MTI MEDICAL LLC</b> 716 E. Ridgecrest Road Fort Collins, CO 80524 970-221-5612/970-221-0418	134% 97% 54.779%	\$1,991,537 \$1,286,700 \$1,008,480 \$850,000	2 2	BSN medical-casting division, Magister Corp., Omni-Tract Surgical.	richardsonmg@cs.com N/A	Michael Richardson, President Dec. 31 1982
11	<b>THE YELLOW SCENE</b> P.O. Box 964 Erie, CO 80516 303-828-2700/303-265-9654	123% 43% 30.605%	\$979,000 \$749,589 \$684,177 \$438,800	9 10	Monthly publication covering arts, entertainment and local issues for East Weld County and the north Metro area. Superior, Louisville, Lafayette, Erie, Niwot, Longmont, Lyons, Broomfield, Frederick, Firestone, Dacono, Thornton, Westminster and Northglenn.	advertising@theyellowscene.com www.theyellowscene.com	Shavonne Blades, Owner Dec. 31 2000
12	<b>J. P. MORAN DESIGN INC.</b> 1112 Oakridge Drive, Suite 104 Fort Collins, CO 80525 970-481-8489/970-207-9889	121% 104% 65.686%	\$169,000 \$102,000 \$83,000 \$76,500	1 1	Graphic design and consulting for print, Web and large format.	info@jpmidi.com www.jpmidi.com	J. Patrick Moran, President Dec. 31 2000
13	<b>SCHEDULING CONSULTANTS LTD.</b> 4025 Automation Way, F-3 Fort Collins, CO 80525 970-224-2503/970-226-5182	116% 52% 52.325%	\$706,786 \$464,000 \$464,000 \$327,000	7 6	Development and monitoring of detailed construction schedules.	carmelita@schedulingconsultants.com www.schedulingconsultants.com	Carmelita Thorndike, Chief operating officer and Vice president Dec. 31 1988
14	<b>COLOR PRO PRINTING INC.</b> 1437 Riverside Ave. Fort Collins, CO 80524 970-482-6698/970-482-1593	108% 37% 5.892%	\$1,339,445 \$1,264,914 \$975,000 \$645,000	9 11	Digital and offset printing, and online Web-to-print solutions.	info@colorproprint.com www.colorproprint.com	Blake Seas, President Dec. 31 1997
15	<b>TECHSMART SOLUTIONS LLC</b> 328 Airpark Drive, No. 200 Fort Collins, CO 80524 970-556-5401/970-472-0247	106% 29% 9.231%	\$1,420,000 \$1,300,000 \$1,100,000 \$690,000	12 13	IT consulting, services and products for small business and individual users.	ahensen@websmart-solutions.com www.websmart-solutions.com	Andrew Hensen, President Dec. 31 2007
16	<b>RED ROCKET MEDIA GROUP</b> 318 Elm St. Windsor, CO 80550 970-674-0079/970-674-0116	102% 100% 60.000%	\$400,000 \$250,000 \$200,000 \$198,000	5 7	Marketing, graphic design, writing, photography, trade show booth design, Web sites, Web site marketing and marketing research.	jennifer@redrocketmg.com www.redrocketmg.com	Jennifer Bryant, Owner and President Dec. 31 1998
17	<b>A-TRAIN MARKETING COMMUNICATIONS INC.</b> 215 W. Oak St., Suite 800A Fort Collins, CO 80521 970-419-3218/970-482-3442	100% 73% 9.756%	\$450,000 \$410,000 \$260,000 \$225,000	5 5	Branding, research and strategic planning, public relations, print materials, Web sites, event planning and nonprofit marketing.	info@atrainmarketing.com www.atrainmarketing.com	N/A Dec. 31 1998
18	<b>TELECO OF THE ROCKIES</b> 2013 Mackenzie Court Fort Collins, CO 80528 970-282-7500/970-232-1501	96% 71% 65.517%	\$960,000 \$580,000 \$560,000 \$490,000	6 6	Telephone systems, NEC, Toshiba, Lucent, and ESI.	wporter@telecofc.com www.teleco.com	Will Porter, President Dec. 31 1995
19	<b>TOOLBOX CREATIVE</b> 325 Cherry St., Suite 104 Fort Collins, CO 80521 970-493-5755/970-419-0070	81% 84% 45.455%	\$560,000 \$385,000 \$305,000 \$310,000	7 7	Advertising and design, specializing in marketing communications and publication design.	dawn@toolboxcreative.com www.toolboxcreative.com	Dawn Putney, Owner Dec. 31 2002
20	<b>NATIONAL RECYCLING</b> 2421 International Blvd. Fort Collins, CO 80524 970-493-7478/970-493-2899	70% 58% 52.695%	\$1,275,000 \$835,000 \$805,000 \$750,000	6 6	Paper shredding, recycling.	securodoc@frii.com N/A	Carey Smith Dec. 31 1995
21	<b>PEAK ENGINEERING &amp; AUTOMATION CO.</b> 599 W. 71st St. Loveland, CO 80538 970-622-9601/970-622-9602	70% 65% 7.297%	\$976,400 \$910,000 \$593,000 \$575,800	9 9	Custom automation/engineering house, full machine shop; provides parts and 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
22	<b>RICHARD BONILLA, MBA</b> 201 Cheyenne Drive Berthoud, CO 80513 970-391-6365/970-532-0615	67% 50% -25.000%	\$150,000 \$200,000 \$100,000 \$90,000	1 1	Accounting, tax, cost accounting system and design, DCAA, and ERP system evaluation and implementation. Flat fee financial planning.	richard@bonilla.com www.richard.bonilla.com	Richard Bonilla Dec. 31 1991
23	<b>PRO DELIVERY &amp; MOVING SERVICE INC.</b> 225 12th St. S.E. Loveland, CO 80537 970-593-0909/970-635-3055	61% 19% 13.091%	\$622,000 \$550,000 \$523,000 \$387,000	15 15	Moving company.	N/A N/A	Gene Prather Dec. 31 1991
24	<b>KGRE</b> 1020 Ninth St., Suite 201 Greeley, CO 80631 970-356-1452/970-356-8522	58% 32% 21.538%	\$790,000 \$650,000 \$600,000 \$500,000	8 6	Commercial radio, advertising and marketing.	kgre@msn.com www.tigre1450.com	Ricardo Salazar, President Dec. 31 1997
25	<b>AGTOWN.COM LLC</b> 800 Eighth Ave., Suite 321 Greeley, CO 80631 970-353-6227/970-392-2646	54% 10% 10.000%	\$385,000 \$350,000 \$350,000 \$250,000	6 6	Fully managed business partner, providing services in software and Web site development, e-commerce, Internet and traditional marketing for the ag industry.	contact@agtown.com www.agtown.com	Clair Orr, Founder and Matthew Furister, CEO Dec. 31 1999

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# Mercury Fastest Growing Companies Under \$2 Million

## Ranked by 3-year revenue growth

RANK	COMPANY ADDRESS PHONE/FAX	3-YEAR REVENUE GROWTH 2-YEAR REVENUE GROWTH 1-YEAR REVENUE GROWTH	REVENUES 2007 REVENUES 2006 REVENUES 2005 REVENUES 2004	EMPLOYEES 2008 EMPLOYEES 2007	PRODUCTS/SERVICES	E-MAIL WEB SITE	PERSON IN CHARGE FISCAL YEAR END YEAR FOUNDED
26	<b>MAVERICK MOLD &amp; MACHINE INC.</b> 3762 Imperial St. Frederick, CO 80516 303-833-5877/303-883-5876	54% 2% -17.077%	\$539,000 \$650,000 \$527,000 \$350,000	5 5	Injection molds.	maverickmold@aol.com N/A	Brian Bradley, President Dec. 31 2001
27	<b>WELD COUNTY BI-PRODUCTS INC.</b> 1138 N. 11th Ave. Greeley, CO 80631-9501 970-352-1788/970-356-3890	51% 19% 10.623%	\$1,484,819 \$1,342,233 \$1,250,284 \$984,757	10 10	Frozen meat for pet food, hides and calf skins.	lulrich862@aol.com N/A	Elmer Ulrich, President Dec. 31 1965
28	<b>COMPUTER SUPERHEROES INC.</b> 5325 Gary Drive Berthoud, CO 80513 720-205-5250/970-532-3189	50% 20% 20.000%	\$300,000 \$250,000 \$250,000 \$200,000	3 3	Quality, affordable IT service and support for individuals and small business.	info@computersuperheroes.com www.computersuperheroes.com	Jeffry Lorenzen, President Dec. 31 2001
29	<b>EATON GROVE NURSERY LTD.</b> 35901 Weld County Road 31 Eaton, CO 80615-8622 970-454-3856/	50% 7% 3.448%	\$1,500,000 \$1,450,000 \$1,400,000 \$1,000,000	32 35	Retail nursery and greenhouses with 6.5 acres of nursery stock; trees, evergreens, shrubs, roses, annuals, perennials and design/build residential landscaping.	ken@eatongrove.com www.eatongrove.com	Ken Olsen and Judy Olsen, Owners Dec. 31 1982
30	<b>CREATIVE CAREER CONNECTIONS LLC</b> 204 Walnut St., Suites G-I Fort Collins, CO 80524 970-221-3511/970-221-2766	47% 2% 1.269%	\$399,000 \$394,000 \$392,000 \$272,000	3 2	Professional/executive recruiting and human capital management consulting projects for Northern Colorado companies.	dawn@careerdesign.com www.careerdesign.com	Dawn Marie Duncan and Robert Timme, Owners Dec. 31 1975
31	<b>AVALIS WAYFINDING SOLUTIONS INC.</b> 301-C Smokey St. Fort Collins, CO 80525 970-223-9211/970-223-9230	47% -2% 15.789%	\$1,100,000 \$950,000 \$1,117,000 \$750,000	13 10	Signage.	firstname@avalisway.com www.avalisway.com	L. Wilton Lyles, President Dec. 31 1989
32	<b>AMERICULE INC.</b> 14266 Mead St. Longmont, CO 80504 970-535-9007/970-535-9014	44% 27% 18.224%	\$1,012,000 \$856,000 \$798,000 \$705,000	5 4	Custom molders of elastomeric products for use in wear or abrasion applications. Also produces piping, spray nozzles, screen balls and non-sparking mallets.	americule@hotmail.com www.americule.com	James H. McLaughlin, President Dec. 31 1993
33	<b>BIO-MEDICAL JANITORIAL INC.</b> P.O. Box 272982 Fort Collins, CO 80527 970-266-1065/970-266-8442	43% 44% 11.077%	\$722,000 \$650,000 \$500,000 \$503,200	50 35	Janitorial service and cleaning products.	bmjanitorial@aol.com biomedicalcleaningsolutions.com	Marquita Romero and Ben Romero, Owners Dec. 31 1998
34	<b>RIX HEATING &amp; AIR CONDITIONING</b> 6875 Weld County Road 108 Carr, CO 80612 970-897-2696/	42% 7% 1.156%	\$350,000 \$346,000 \$327,000 \$246,000	2 2	HVAC.	N/A N/A	Rick Doyle, Owner Dec. 31 1998
35	<b>COMPLIANCE PARTNERS INC.</b> 4038 Timberline Road, Suite 100 Fort Collins, CO 80525 970-206-4443/720-489-3902	38% 14% 32.293%	\$848,000 \$641,000 \$742,000 \$615,000	7 8	Environmental compliance management services and permitting, air- and water-quality sampling.	smcfaddin@compliance-partners.com www.compliance-partners.com	Gary McFaddin, President Dec. 31 1997
36	<b>KRUGER &amp; CLARY CPAS</b> 515 S. Howes St. Fort Collins, CO 80521 970-482-6947/970-472-4061	38% 32% 15.293%	\$374,701 \$325,000 \$283,000 \$272,000	10 8	Tax and related services.	melissa@krugercpas.com www.krugercpas.com	Melissa Clary, Owner and Partner and Dale Kruger, Owner Dec. 31 1993
37	<b>SQUAREI TECHNOLOGIES INC</b> 4025 Automation Way, No. D4 Fort Collins, CO 80525 970-377-0077/970-377-8488	37% -1% -6.087%	\$540,000 \$575,000 \$545,000 \$395,000	7 8	Web application development, software development, sytems 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
38	<b>LAWN DOCTOR</b> P.O. Box 1784 Fort Collins, CO 80522 970-221-0441/970-221-0805	36% 24% 15.658%	\$975,000 \$843,000 \$784,000 \$717,800	15 12	Lawn and tree care.	group193@lawndocor.com www.lawndocor.com	Mike Verde, President Dec. 31 1983
39	<b>COLORADO WATERJET CO.</b> 5186 Longs Peak Road, Unit F Berthoud, CO 80513 970-532-5404/970-532-5405	35% -12% 19.339%	\$722,000 \$605,000 \$821,000 \$534,000	5 5	Machine job shop: abrasive waterjet shape-cutting services.	rfq@coloradowaterjet.com www.coloradowaterjet.com	Dan Nibbelink, President Dec. 31 1997
40	<b>ROBERT SHREVE ARCHITECTS &amp; PLANNER INC.</b> 801 Eighth St., Suite 120 Greeley, CO 80631 970-346-0151/970-352-8761	33% 25% 30.435%	\$300,000 \$230,000 \$240,000 \$225,000	4 4	Architectural planning and design.	rsapinc@aol.com N/A	Robert Shreve Dec. 31 1994
41	<b>TAIT &amp; ASSOCIATES INC.</b> 6163 E. Larimer County Road 16 Loveland, CO 80537 970-613-1447/970-613-1897	33% 14% -6.234%	\$1,128,000 \$1,203,000 \$990,000 \$850,000	7 10	Civil engineering & surveying for land development.	tracyl@co.tait.com www.tait.com	Tracy J. Letzring, PE, LEED AP Sept. 30 1964
42	<b>RICHMOND ASSOCIATES ARCHITECTS</b> 4801 Brenton Drive Fort Collins, CO 80524 970-224-3140/970-224-3140	21% 14% 5.128%	\$205,000 \$195,000 \$180,000 \$170,000	3 3	Architectural services, estate residential builder. Specializing in residential, condo, patio, multi-family, medical offices and vet clinics.	info@richmondassociates.com www.richmondassociates.com	Donald L. Richmond Dec. 31 1986
43	<b>ROCKY MOUNTAIN ENVIRONMENTAL CONSTRUCTION INC.</b> 1060 E. Larimer County Road 6C Berthoud, CO 80513 303-449-2929/970-532-3634	18% 8% -13.333%	\$1,300,000 \$1,500,000 \$1,200,000 \$1,100,000	20 20	Landscape design and construction, irrigation installation, water features and associated hardscapes.	RMECINC@att.net N/A	Shawn Flynn July 31 1989
44	<b>J &amp; B MACHINE AND WELDING</b> 370 E. 16th St. Greeley, CO 80631 970-353-6247/970-346-9767	18% 15% 15.126%	\$730,190 \$634,253 \$633,484 \$618,212	9 8	Complete machine-shop serving farmers, feedlots and construction companies. Specializing in custom-made parts from rifle scopes to large equipment; all welding services available.	jbmachine@qwest.net N/A	Bob Sinden, Owner Dec. 31 1994
45	<b>SOFT TOUCH MANUFACTURING INC.</b> P.O. Box 1362 Loveland, CO 80539 970-669-2783/970-669-4317	18% -32% -23.043%	\$885,000 \$1,150,000 \$1,300,000 \$753,000	8 9	Injection molding, moldmaking, assembly, design, prototypes and product development.	Steve@softtouchmfg.com www.softtouchmfg.com	Steve Tunesvick, President Dec. 31 1987
46	<b>SUMMIT VIEW LANDSCAPE SUPPLY INC.</b> 1911 E. Mulberry St. Fort Collins, CO 80524 970-495-6827/970-495-9618	15% 9% -5.714%	\$1,980,000 \$2,100,000 \$1,810,000 \$1,720,000	8 10	Flagstone, moss rock, mulches, soil, compost, edging, landscape fabric, decorative stone, retaining wall block and pickup or delivery.	dsumlov@aol.com www.svlandscapesupplyinc.com	Don Lovell, Owner Dec. 31 2001
47	<b>COLOR KEY DISPLAYS INC.</b> 5803 Byrd Drive Loveland, CO 80538 970-613-2020/970-613-2022	15% 7% -5.118%	\$482,000 \$508,000 \$450,000 \$420,000	3 5	Trade show displays, large-format graphics, signs and banners, vehicle graphics.	lori@colorkeydisplays.com www.colorkeydisplays.com	Lori Beaty, Owner Dec. 31 1997
48	<b>MADD CASTINGS INC.</b> 110 Turner Ave. Berthoud, CO 80513 970-532-4201/970-532-5412	12% 12% 12.100%	\$1,121,000 \$1,000,000 \$1,000,000 \$1,000,000	12 12	Bronze sculptures.	mcastings@aol.com N/A	Robert Gugelman, President Dec. 31 1997
49	<b>ABRAHAMSON ENGINEERING INC.</b> 3101 Kintzley Court, Unit D Laporte, CO 80535 970-221-2569/970-221-2671	11% 23% 13.032%	\$523,000 \$462,700 \$425,300 \$470,000	8 7	Mechanical & consulting engineering, HVAC & plumbing design for schools, offices, universities, churches.	rogera@abrahamsoneng.com abrahamsoneng.com	Roger D. Abrahamson, PE, and President Dec. 31 1981
50	<b>V2K WINDOW DECOR &amp; MORE</b> Fort Collins, CO 80528 970-377-2009/970-204-1612	11% 10% 9.677%	\$170,000 \$155,000 \$154,000 \$153,000	N/A N/A	Custom window treatments including custom fabric treatments, blinds, shades and shutters plus bedding & pillows.	sharonchilson@V2K.com www.V2K.com or http://SharonChilson.V2K.com	Sharon Chilson, Owner Dec. 31 1999

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

Based upon responses to Business Report survey researched by Kathleen Chaballa  
To be considered for future lists, e-mail research@ncbr.com

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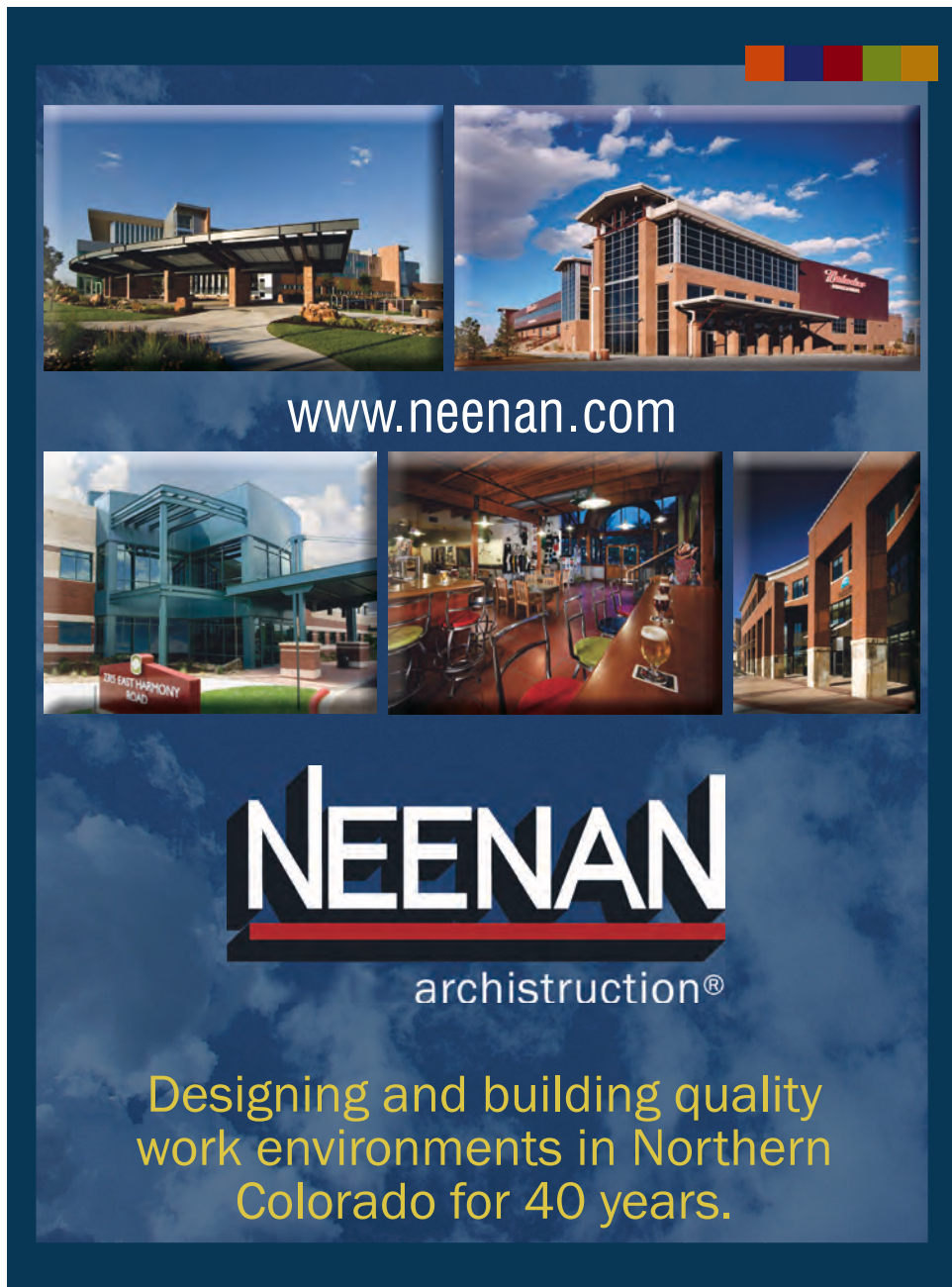


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## TOP HONORS, from 3B

bachelor's degree in civil engineering at the University of Colorado. Kevin Brinkman then went on to pick up a master's degree in real estate finance at the University of Denver, while Paul worked on a graduate certificate in finance at Southern Methodist University in Dallas.

The scale and style of the Brinkmans' vision is apparent in the three Oakridge Business Park buildings totaling 20,000 square feet that the company developed and built in 2005. The Professional Offices at Oakridge currently house the Community Foundation of Northern Colorado, offices for the accounting firm EKS&H and AXA Advisors-Phillips Financial.

The Brinkman team is still unpacking boxes at their new home on East Harmony Road — the five-story, class A-plus Harmony One building that the company also built.

### Growing audiences

On the other end of the scale, and the other side of town, Bas Bleu's founders Wendy Ishii and Eva Wright were thespians who had followed their scientist husbands to Fort Collins, Ishii from New York and Wright from Sweden. They started a tiny theatre on Pine Street in 1992 with few financial expectations.

Wright has since left Colorado but Ishii remains as artistic director. The company performs in a 100-seat venue in the historic Giddings Building, built nearly 100 years ago on the grounds of the original fort at Willow and Pine streets.

Last year, as a result of a \$3 million capital campaign, the nonprofit theatre company was able to purchase the 6,600-square-foot building, and is in the process of paying off the mortgage. Having the building in its name allows a savings of \$60,000 a year in rent and the nonprofit can apply for a property tax exemption that could save another \$18,000 annually.

"Owning the building we hope will go a long way to helping us achieve solvency and sustainability," Ishii said last year.

The theatre's remarkable revenue growth, from \$196,134 in 2005 to \$528,261 in 2006, is due in large part to the capital campaign. The revenue figure represents nearly \$190,000 for the capital campaign and \$340,000 for operations.

## Bas Bleu Theatre Co.

**Founded:** 1992

**Management:** Wendy Ishii, Founder and Artistic director, and Matt Strauch, General manager

**Headquarters:** Fort Collins

**Product/Service:** Entertainment venue and conference/meeting space.

**Employees:** 7

**2007 revenue:** \$755,795

**Three-year growth:** 300 percent

SOURCE: BUSINESS REPORT RESEARCH

## Brinkman Partners

**Founded:** 2003

**Management:** Paul E. Brinkman and Kevin Brinkman, Principals

**Headquarters:** Fort Collins

**Product/Service:** Integrated real estate services including construction, development, real estate brokerage and vacation properties.

**Employees:** 40

**2007 revenue:** \$31,146,539

**Three-year growth:** 596 percent

SOURCE: BUSINESS REPORT RESEARCH

The theater company's revenue climbed to \$755,795 last year, a three-year jump of 300 percent.

While Bas Bleu employment hovered at five during the past few years, two additions during the current year bring the total to seven. Meanwhile, programming and ticket sales have increased, as have grants and direct individual giving.

"Our next major focus is our sponsorships, increasing that and building that base a little bit broader and inviting the corporate community more into our theatre society," Strauch said.

The theatre has also expanded its rental income from groups that want to use the space for meetings, seminars, retreats, even weddings or parties, and marketing the rental space direct to businesses.

Once the loan is paid down, interior renovations will continue, turning the upstairs into a classroom and library. The Downtown Development Authority has awarded a \$250,000 grant for exterior improvements.

"I'm just so incredibly grateful to the community for its enthusiasm, and embracing this little theatre," Ishii said.

## FARMERS BANK, from 5B

skills, since ag customers are most likely to be loyal to a lender rather than an institution, Bauer said. As a result, the company's growth really hinges on attracting and retaining a talented staff.

"We weren't looking to branch," Bauer said.

But when he heard that Centennial would shutter its Fort Collins branch at Riverside and Lemay avenues after acquiring another location just up the road, Bauer said he began to consider the prospect. Having worked for Centennial, he knew that the location had been a successful one, and he knew the team there was solid.

"What made it even more attractive to us is that we could get some of the same people to run it," he said. "The people make the branch."

Farmers Bank opened in Fort Collins in May 2007. The branch has exceeded expectations — meeting its two-year goal in the first year.

"The day we opened the door, it was a \$10 million branch," he said. "Today, it's a \$60 million branch."

Bauer said that the Ault location continues to see strong growth in its agricultural portfolio, whereas the Fort Collins branch is seeing more construction and commercial loans. As some banks around the country are struggling with commercial real estate, Farmers Bank has had few issues. As of March 31, the bank had just over \$1 million in problematic loans — \$224,000 of which were in non-accrual.

"We're not without our bumps in the road right now, just like any other bank," Bauer said. "That's part of the business."

Bauer said that the bank's growth overall can be attributed not only to the employees, but also to the fact that people in Northern Colorado still crave relationship banking. He calls it keeping the bank "warm and fuzzy," where customers and employees feel welcome and appreciated. Going forward, Bauer's plan is to have no plan.

"We don't have a growth strategy," he said. "We do the best we can with everyone that walks in the door."

He said he will keep doing business in the same way he's always done business unless someone can prove it wrong.

"It's not that complicated," he said. "You just react to what the market is looking for."

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## ALBERT PIT BBQ, from 7B

with meats spending between five and 12 hours in the smoker parked on East Mulberry Street over nothing but hickory wood imported from Missouri and Oklahoma. Although it's just serving onsite, Albert says the secret to feeding a crowd quickly is to be "very focused and organized."

It sounds easy, but before his first real event — Albert's wife's sister's wedding reception, for fewer than 100 people — Albert said he was so nervous, he didn't sleep for two days.

The softening economy is both helping and squeezing the business. While higher fuel costs have driven up costs — hickory wood is now \$600 per cord, \$100 more than last year — and forced Albert to impose a \$20 fee for deliveries in Greeley and Windsor, more planners are considering low-cost barbecue for their event menus.

"Budget-minded folks know they can feed a large number of people with good variety and good quality at a good price," Albert said. "Our most expensive options are less than the lowest at other types of caterers."

With the "holy trinity" of side dishes — beans cooked in the smoker, classic potato salad and coleslaw with a dash of barbecue sauce — and desserts, a self-serve buffet of four meats from Albert Pit Barbecue can cost about \$12 per guest, \$2 extra for ribs. Other options, from sandwiches for lunch to meats by the pound or a full-service catered affair, are also available.

Albert says there may be a price increase later this year — only the second in the company's six years — but he has no plans to expand soon.

"This is what we do," he said. "I have young children, and the business already keeps me away from my family."

## DAGAMA, from 6B

and most consider it an indispensable part of their marketing plan.

"Your Web site is the first thing people usually look at these days before they decide to do business with you," she said. "It's kind of like a jungle out there and they're foraging for information. So how do you bring them and keep them there long enough to find out what you can do for them?"

And how do you keep ahead of the curve in a rapidly changing field? Gama said she's focusing more on creating more Spanish-language Web sites and developing Spanish-oriented search engine optimization to help a growing number of Hispanic business clients. And there's an increasing focus on adding video to sites to grab Net surfers' attention.

"I think there's plenty to do and plenty to go around," she said. "I think it'll just continue to grow."

Gama said she's very happy with the amount of business she's taking on these days.

"As far as growth, right now we're at a steady rate that I'm very grateful for," she said. "If you do good work and know what you're doing, people are going to refer you to others."

Gama's own Web site, www.dagama-webstudio.com, also notes a fun connection to a possible ancestor — famous Portuguese explorer Vasco Da Gama. Is she related?

"That's what I've been told," she said with a laugh. "He looks a lot like my father, although my father is more handsome. But it's good marketing because he was known for establishing trade routes and we want to help bring buyers and sellers together."

## KL&A, from 4B

Denver and Basalt.

Rutledge said the company has emphasized structural steel design for resorts, including projects in Jackson Hole, Wyo. and the Roaring Fork Valley including the Aspen area. Last year, KL&A did two big projects in Aspen — the reconstruction of the iconic Limelight Lodge and Monarch, a high-end residential project.

The company's revenue soared last year, which Rutledge attributes in part to increasing the construction portion of the business.

"We had some pretty large construction projects last year, including the Sky Ute Casino in Ignacio (in Southwest Colorado) for the Southern Ute Tribe. That was about an \$8 million project for us," he said.

Locally, KL&A's imprint can be seen on

**"We feel like we're breaking new ground."**

Douglas Rutledge,  
chief operating officer  
KL&A Inc.

the Budweiser Events Center in Loveland, for which the company did the structural engineering, and the city of Loveland Police and City Building that KL&A designed and built.

The company also did the structural engineering for the amazing Great Platte River Road Archway that spans Interstate 80 near Kearney, Neb.

Rutledge said one thing that makes

KL&A unique is that it fabricates the steel it uses for its projects through steel contractors. "It gives us more control and huge benefits to the owner of the building," he said. "It builds economy, speed and predictability into the process."

On its Web site, www.klaa.com, the company shows it is not modest about its abilities. "We excel at the extraordinary," the home page welcome tells viewers.

Rutledge, who is KL&A's principal owner along with CFO Brant Lahnert and chief executive Gregory Kingsley, said he's proud of the progress and the mark the company has made in its 14 years.

"We feel like we're breaking new ground," he said. "We've always had a vision of revolutionizing the way buildings are designed and built."



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