

2000

# 16 THE BAINEY GROUP INC.

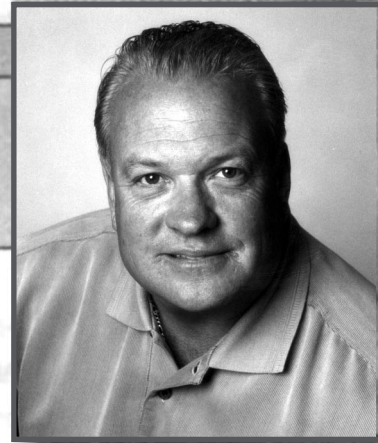
FOUNDED: 1994

EMPLOYEES: 34

BRAD BAINEY

CEO

Commercial construction company providing general construction, design-build and construction management in the upper Midwest



## **HOW DID YOU RAISE THE CAPITAL TO START AND FUND YOUR BUSINESS?**

Personal funds were used for an extended period of time during our infancy. Our overhead was kept to an absolute minimum, and we created positive cash flow within our first five months. We work with clients that pay their bills promptly and have kept borrowing to a minimum.

## **WHAT GROWTH STRATEGIES HAVE YOU FOLLOWED?**

We never, ever sacrifice our service to our clients just to take on additional business. We continuously try to stay on top of the changes in our industry and the industries of our clients.

## **HOW DID YOU MANAGE YOUR COMPANY'S FAST GROWTH?**

By concentrating on growing the "quality of life" for employees, clients and vendors. We believe that if you do this rather than concentrate on the statistical growth measurements, financial growth and profitability will become the result, not the goal.

## **WHAT ARE YOUR COMPANY'S GOALS FOR 2000 AND 2001?**

We have exceeded every statistical goal we have created. Our goals today, tomorrow and next year are to continue to embrace and adapt to change. To pursue continuous self-improvement, so that we may have a positive impact on the quality of the lives of those around us.

## **ADVICE FOR OTHER BUSINESS OWNERS:**

Our best advice is to have fun. Always pursue continuous improvement and a better quality of life. Never quit when times are slow and never become complacent when times are good.