



14 The Baine Group Inc.

Commercial construction company providing general construction, design build and construction management throughout the Upper Midwest

employees > 31

ceo > Brad Baine

3-year revenue growth >

146%

2000 \$36,706,000

1999 \$18,940,000

1998 \$14,905,000



(Responses completed by Gina Baine, office manager)

How did your company raise capital to fund its growth?

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 an absolute minimum.

How did you manage your company's rapid 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, that financial growth and profitability will become the result, not the goal.

How is the recent market downturn affecting your company?

Recent market volatility has had little impact. Currently we see companies that are downsizing; this still generates a need for reducing their space, which provides more space for new clients or other clients that are downsizing.

What are you doing to drive growth, in light of the market?

We are not driving growth and never have. We meet the growth needs as created by our client base.

Have you ever considered going public?

We have no plans to take our company public; we do not see that as an option for our type of business.

Would you ever sell the company?

Our plans do not include selling The Baine Group Inc. If the right situation was presented and the majority of The Baine Group agreed that it was the "best for the rest," it would be entertained. However, our goal is to create a company that can be owned by the people and their families and passed on for generations.