

Innovator of the Year: The Neenan Co.

Neenan talks the talk, improves communication

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Every Monday, leaders from all departments of The Neenan Co. in Fort Collins meet to discuss just about anything.

They hash out problems, chat about projects and basically make sure everyone is on the same page.

Later, the minutes of those meetings are typed up and sent out to all 180 employees within the company.

This level of communication is one of the chief reasons why the integrated building and design company has been able to grow and succeed in the competitive building landscape across the country.

Last year The Neenan Co. was honored among 250 private businesses across the state for its continued growth.

The company posted revenues of \$86 million in 2004, up from \$83 million the year before, according to the latest data available. The company is projecting up to 25 percent growth this year, said President Randy Myers.

"We focus on cooperation," said Myers. "Our customers' needs are No. 1."

The company was founded as Burton Builders in 1966 and was bought by David Neenan in 1973. Myers, 50, has been with the company since 1978.

In 2004, Neenan spun off the development side of the business into a separate entity called NexCore Development Group, based in Denver. Myers and Neenan still maintain a minor ownership in NexCore.

The move was made largely so Neenan could focus on what it does best — the design and building of projects. The company coined the term "archistruction" and believes in providing customers with all the services that accompany construction of a building, sort of like a one-stop shop, Myers said.



V. Richard Haro/The Coloradoan

Randy Myers, left, president of The Neenan Co., and David Neenan, CEO, are the leadership of the local building and design company.

In 2005, the company changed the way it handles communication and issues within the company, by holding meetings each week with department leaders to make sure everyone is on the same page.

The philosophy of open communication has made the process of building more efficient, Myers said.

"We try to address all the issues of the client ahead of time," said Myers. "We're looking to create quick answers."

Unlike many other building companies, Neenan provides customers with a package deal of services and doesn't engage in a lengthy bidding war.

That forces the company to take full responsibility for projects — because there aren't any other companies involved — and allows them to collaborate with the client through the whole process.

That's one of the reasons Englewood-based Baxa Corp. chose The Neenan Co. last year to build its new 80,000-square foot corporate headquarters, said Marian Robinson, vice president of marketing.

Neenan beat out eight other companies to build Baxa's new home.

"What we were looking for was a partner that would work with us the way we work with our vendors and suppliers," said Robinson. "What we wanted was really a collaborative design process."

Perhaps because of its unique approach, The Neenan Co. has won — and continues to win — projects across the United States.

Among its list of credits in Northern Colorado is the Budweiser Events Center, New Belgium Brewery and Heska Corp.'s new facility in Loveland.

The company also is building Fort Collins' newest police station on Timberline Road and will work with Alabama-based Bayer Properties on its plans for a retail center along Harmony Road.

"What I'm shooting for is for us to be incredibly competitive," Myers said. "Then we'll know we've had a good ride."

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**Innovator of the Year:
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- **CEO:** David Neenan
- **President:** Randy Myers
- **Years in business:** 40
- **Contact:** 2620 E. Prospect Road, 493-8747
- **Finalists for Innovator of the Year:** Matrix Marketing Group, Inc. in Fort Collins and Fort Collins-based Front Range Internet Inc.