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Brothers bring in the best in real estate

By CHRISTIANA NELSON
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There's no longer the need to find a separate broker, developer and construction team to move a business.

That's because a Fort Collins company has combined the services under one roof.

Headed up by co-owners Kevin and Paul Brinkman, Brinkman Partners has taken the best of all worlds to develop a full-service real estate company, specializing in residential and commercial real estate, construction and vacation properties.

After starting out in early 2005, the brothers have already seen their share of growth. They started out in a 1,000-square-foot office and in December moved into a space three times that size in the Oakridge Business Park along Harmony Road.

Yet, despite their growth, the company is dedicated to the basics.

"Our greatest value now is being small and being able to be personally involved in assuring creativity and quality in every property and project," said Kevin Brinkman. "I don't think we want to be huge because we want to ensure quality and sophistication over focusing on size."

The Fort Collins natives saw a need for integrated real estate in the market and collected employees from all over the country — many of whom began their careers in Fort Collins — to start their business.

"For me it's not necessarily about the size — the sales, the volume or the number of

employees," said Paul Brinkman. "We want to be known as a company that provides exceptional service and value to its clients."

While many of the company's employees made sacrifices to come to the company, "with each position I don't think you could find a better person in the industry," said Kevin Brinkman.

"I think it's the people, I think it's us and our skill sets that set us apart," he said. "As we grow we've been able to find people to grow with us."

The self-proclaimed "Colorado guys" also pride themselves on having fun and being flexible with employees, while maintaining a high level of professionalism.

"We want to balance lifestyle and work," said Paul Brinkman. "Our people work hard for us so if they need some time off or want to go skiing in the middle of the week because the snow is good, we let them build their own schedules."

Still, despite their laid-back scheduling, Brinkman Partner clients have been impressed by the company's top-notch service.

Kelly Goyen, president of Loveland-based Empirical Labs, turned to Brinkman for the purchase and interior renovations of a building in Fort Collins, which his company will move into in March. The company's knowledge of the real estate market and of expansion possibilities of various properties made the process easy.

Best Startup Company of the Year

Brinkman Partners

Partners: Paul and Kevin Brinkman,
32 and 38

What they do: Full-service real estate including brokerage, development and construction and investment services. Brinkman Partners also offers vacation properties.

Location: 1315 Oakridge Drive in the Oakridge Business Park

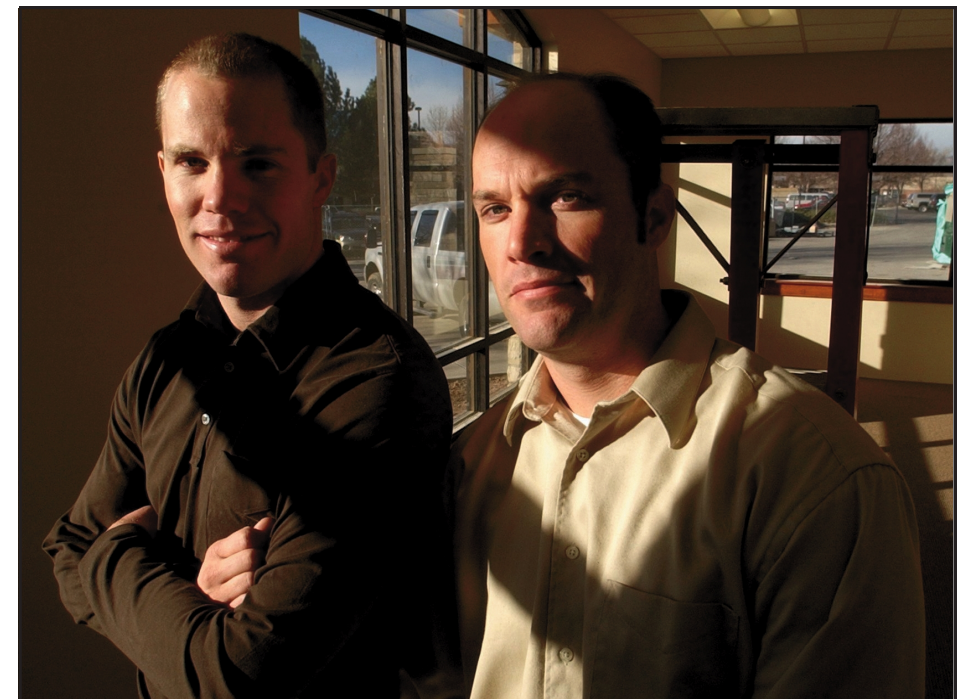
Contact: 267-0954 or log onto <http://brinkmanpartners.com>

"Because they do it all they can answer those questions we had," Goyen said. "It seemed quicker and more seamless."

And Brinkman Partners made Goyen feel like his 12-employee nutritional supplement business was just as important as any other client.

"I'm one of the smaller businesses they work with, but they treated me absolutely first class right from the first day," he said.

Ray Caraway, executive director of the Community Foundation of Northern Colorado, also had a great experience with the company. The Community Foundation moved into a building adjacent to the Brinkman Partners location in the Oakridge



BAND OF BROTHERS Kevin Brinkman, left, and his brother, Paul, are co-owners of Brinkman Partners. They take a laid-back, flexible approach to running their real estate company.

Business Park

"They've been ahead of schedule and under budget, which pretty much speaks for itself," he said. "They've been very responsive and they've done what they said they were going to do."

Paul Brinkman uses his background as vice president of The Neenan Co. to focus on construction and development properties. Kevin Brinkman focuses on real estate and both brothers oversee the day-to-day activities.

"We have the experience and sophistication of a larger organization, but we apply it at a smaller, hands-on level," said Paul Brinkman.

Many people may find it difficult to work with family, but the brothers see it as an advantage because they hold similar values and both have a passion for the Fort Collins community.

And while Brinkman Partners may not have huge dreams of expansion, the company continues to thrive. Within about a year the Brinkman brothers plan to double their workforce to 20 to 25 employees and open a second office in Summit County.

"The biggest obstacle is to help people see the value of the integrated services we can provide," said Paul Brinkman. "What we'll be up against is tradition."