

# Shoulders to wheel, Brinkman bros. rise to top

Fort Collins real estate partnership Mercury's No. 1

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FORT COLLINS — Borrowing from business guru Jim Collins, Kevin Brinkman describes how it took a nudge from his brother, Paul, to get the Brinkman Partners' "flywheel" spinning.

The momentum that Paul Brinkman brought to bear in 2005 when he joined the company his younger brother founded was enough to make it the fastest growing in Northern Colorado, as measured by the *Business Report's* 2006 edition of the Mercury 100 list.

In Northern Colorado's busy and populous real estate and construction community, Brinkman Partners LLC is a bit of an odd duck. Combining real estate brokerage, land development, resort property management and construction under one Oakridge Business Park roof, the Brinkman brothers and their partners have created a one-of-a-kind real estate services company.

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

**Mercury**  
**100**

**#1 Fastest-Growing  
Private Company**

## Brinkman Partners LLC

**Founded:** 2003

**Management:** Kevin and Paul Brinkman, principals

**Headquarters:** Fort Collins

**Product/Service:** Real estate brokerage, land development, construction, resort property management.

**Employees:** 12

**2005 revenue:** \$13.26 million

**Two-year growth:** 527 percent

SOURCE: BUSINESS REPORT RESEARCH

tion-home time shares to help fund non-profit community groups.

The formula that Kevin Brinkman, 28, and brother Paul, 32, have applied to their business obviously works to a tee, as three years worth of numbers show.

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



Tom Hacker, Northern Colorado Business Report

**TEAM BRINKMAN** — Kevin Brinkman, left, and brother Paul have posted a fivefold revenue increase in two years at Brinkman Partners, their integrated real estate and construction business in Fort Collins.

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

"We got the big jump with Paul coming on last year," Kevin Brinkman said. "That really got us moving."

The 12-member team the Brinkmans have assembled embody qualities seldom found in the real estate and construction business. For example, about half the

See **BRINKMAN, 15B**

## BRINKMAN, from 3B

Brinkman employees have advanced degrees.

Construction manager Bill Glazener brings a master's in business administration from Colorado State University to his hard-hat and work-boot job, joining the brothers a year ago after guiding to completion a \$200 million children's hospital in Ohio.

"I've known Kevin and Paul a long time, and think so highly of them," Glazener said. "It's great being part of creating a company with friends. I love my job, and this was a wonderful opportunity to start from scratch and hand-select an 'A' team."

Fort Collins natives, the Brinkman brothers grew up in a circle of family and friends that made their entry into the real estate and construction business almost inevitable. A guiding influence from the beginning was David Neenan, founder of The Neenan Co., one of Northern Colorado's dominant commercial construction firms.

"David was such a great friend and mentor for all of us," Paul Brinkman said. "For me, the toughest thing about coming here was telling David I was going to move on."

But Kevin Brinkman said that, of all people, Neenan was most capable of seeing the rationale behind his brother's decision.

"He's such an entrepreneurial guy himself," he said. "He's the kind of guy who would understand why Paul would come here."

Both brothers tracked through undergraduate careers at the University of Colorado, each earning a bachelor's degree in civil engineering. Kevin Brinkman then went on to pick up a master's degree in real estate finance at the University of Denver's highly regarded business college, while brother Paul worked on a graduate certificate in finance at Southern Methodist University in Dallas.

All that brainpower is steering the partnership toward new and grander projects, with a pipeline that contains a new retail and office condominium center on Timberline Road in Fort Collins, the Magnolia Lofts project downtown and another office development planned for the Harmony Road corridor.

The model for the future has already taken shape with the three Oakridge Business Park buildings totaling 20,000 square feet that the Brinkmans developed and built last year. The Professional Offices at Oakridge house Brinkman's own offices, a new home for the Community Foundation of Northern Colorado, offices for the accounting firm EKS&H and AXA Advisors-Phillips Financial.