



## ML Barnard Builds on 'SUCCESS'

ML Barnard knows that business success is a team effort. Founder Michael Barnard has worked to ensure that everyone is focused on the same goal, attuned to the same culture, and committed to the same corporate values that define the company's spirit. That sense of teamwork creates a winner, and the company credits such spirit with helping it earn a Small Business "SUCCESS" Award in 2009.

"Our culture has stood the test of time," said Albert Fedders, chief financial officer of the design-build general contractor and construction management firm. "We started out treating every project as if it were our own, and we're still that way. Our business philosophy is clients' needs come first, and little things matter a great deal. We're proud of that philosophy and proud of our team that puts the philosophy into action."

ML Barnard ([www.mlarnard.com](http://www.mlarnard.com)), headquartered in Clermont County, builds and manages construction projects that include multi-story office buildings, manufacturing facilities, medical facilities, retail establishments, restaurants, industrial properties, tenant finishes, and churches. The company was founded in 1992 and has been a member of the Northern Kentucky Chamber of Commerce since 2001, but applied for the Small Business "SUCCESS" Award for the first time only last year.

"Our banker encouraged us to apply for the Emerging 30 a couple of years ago," Fedders said. "We did, and we won. He then encouraged us to pursue the 'SUCCESS' Award. When we made it as finalists, we had football jerseys made to tie in with the theme of the awards luncheon. All nine members of our company attended the luncheon in our jerseys. It was a great afternoon for all of us, and it was a terrific morale booster for our team to be able to say that even during the recession, ML Barnard remained a successful, stable company with a record of growth. It made us realize how fortunate we are."

The Chamber's Small Business "SUCCESS" Awards honor Northern Kentucky's best and brightest small businesses ... businesses that have excelled in financial growth and performance, in creativity and innovation, in productivity and job creation, in community service, and in skilled use of resources. Categories are professional services, construction trades, manufacturing/distribution, retail and hospitality, service, and not-for-profit.

The 2010 Small Business "SUCCESS" Awards will be on June 9, and nomination forms are available online at [www.nkychamber.com](http://www.nkychamber.com).

To be eligible, a business must have completed three or more full years of operation and have fewer than 100 employees. In the categories of retail and hospitality, service, and professional service, sales must be under \$5 million. Non-profits have slightly different parameters, but are similarly judged on business success. Construction trades and manufacturing/distribution sales must be under \$10 million. The award is open to members of the Northern Kentucky Chamber of Commerce and to all small businesses that meet the criteria in Boone, Kenton and Campbell counties.

Besides the award itself, a win or even finalist recognition gives small businesses several new marketing and promotional opportunities. The Chamber is a resource for such promotional activities, and features stories about winners in its monthly publication.

For information on the "SUCCESS" Awards, the nomination or application process, the preview sessions that provide helpful application advice, or sponsorship opportunities, contact Sarah Klamo, manager of networking & special projects, at 859-578-6397 or at [sklamo@nkychamber.com](mailto:sklamo@nkychamber.com). Caroline Weltzer of Viox & Viox chairs the celebration committee.