

# Premier Mechanical Services Inc.

Impressed with his values and work ethic, Kevin Bracher's customers urged him to open his own company. After working many hours of overtime for his employer, Bracher heeded the advice and established Premier Mechanical Services Inc. in December 2001.

Located in Hamilton, Premier Mechanical Services is a 24-hour, full-service HVAC company. Its services include heating, air conditioning, refrigeration, environmental controls, energy management and backflow testing. "My first priorities throughout my career have always been good customer service and quick response time," Bracher says.

Recognizing the difficulties and perils of transitioning from employee to employer, he sought the assistance of his local Small Business Development Center (SBDC). With the help of Jack Gatlin, a Certified Business Advisor at the SBDC at BizTech, Bracher refined his business plan, tapped into incentives from the city of Hamilton's economic development department, and attended "access to capital" meetings to discuss Butler County's Small Business Administration 504 Loan Program.

As a result of this guidance, Bracher expanded his business, bought a building in Hamilton and moved from his home-based office. In 2006, he went from three employees to seven, and in 2007, he hired an additional three technicians and added two service vehicles. In 2008, he expanded

into government contract work, hired more technicians, added an HVAC installation division for new construction and began the preliminary work to buy additional property to expand again.

The company recently remodeled its headquarters, which now includes three executive offices, a conference room and a vehicle hub. Currently, Premier has 14 employees including Bracher, and a fleet of 10 service vehicles.

Bracher's success is further evidenced by the company's revenue growth, which has gone from \$200,000 to \$2 million annually. Yet Bracher will not take full credit for his success. He attributes his achievements not just to his own efforts, but to those of his employees. "Their talent and the pride they take in their work is why Premier is successful today," he says.

As for the future, Bracher said his greatest hope is to continue to grow and prosper in spite of the current recession. He intends to continue to use the services of his local SBDC to provide him with future insight and support as his company expands.

"I think we have taken advantage of every service the Small Business Development Center has to offer. Jack Gatlin, Certified Business Advisor, has been especially helpful as we have advanced, grown, and are now expanding again. We could not have done it without the help of the Small Business Development Center," Bracher says.

