



... is proud to announce the success of



Carnes Service Industry: Traffic Control

Carnes Service provides flags, cones, signs, and contract workers to control traffic during road construction and repair projects. Roads being built and improved across the Northern Colorado area offer tremendous growth potential.

Owner Connie Carnes found that waiting 30, 60, or 90 days for payment on receivables from the city or federal government was one roadblock that she couldn't control on her own. After a year of struggling with unpredictable cash flow, she discovered BusinessManager, which enabled her to operate on an all-cash basis.

With newfound liquidity from using BusinessManager, the company increased sales and revenue 800 percent after just 16 months of financing accounts receivable through their community bank. "With government contracts, you have to purchase products and pay labor costs long before you're paid for a job," Carnes says. **"It's amazing what we've been able to do because of the working capital we've received from BusinessManager."**

Now confident to diversify, the company has expanded its services. More contracts bring the need to attract key employees. Thanks to BusinessManager, Carnes provides benefits for every employee.

Connie Carnes continues to recommend BusinessManager to area companies. **"The program pays for itself because it provides new opportunities for our business,"** says Carnes, who has paid off debt and taken advantage of prompt-pay discounts on materials. Peace of mind is also a bonus. Carnes says, **"Because of BusinessManager, I sleep better at night. I'm not worrying about meeting payroll or not being able to deliver on a new contract. It's a perfect fit for growing companies like ours."**



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