



Mara McMillen, McMillen Engineering and Construction
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Mara McMillen began McMillen Engineering and Construction in 2004 with the goal of creating a small, highly technical engineering and consulting business in Boise, Idaho to serve clients throughout the Pacific Northwest Region. Since their inception, McMillen Engineering and Construction has strived to build design capabilities in multiple sectors utilizing in-house personnel. Although their roots are in hydraulics, hydropower and fisheries engineering, McMillen Engineering and Construction has expanded their customer base to include transportation, agriculture, and the water/wastewater markets.

McMillen Engineering and Construction originally started with three employees and two clients operating out of a 400 square foot office space. Through strategic hiring, focused marketing, and persistence, McMillen has expanded to twenty nine employees, fifty clients and three office locations. In 2007, Mara McMillen opened a construction division to offer design/build services to their clients. To date, McMillen has completed construction projects in Washington, Oregon, Idaho and Wyoming.

Throughout the company development, McMillen Engineering and Construction has been challenged with competing against very large and established firms. McMillen has had to work extremely hard to gain client attention and then produce exceptional products to win a spot as a preferred consultant. With their limited resources, they have been very successful in winning challenging and complex projects while competing against large firms with more extensive marketing, technical and political resources.

McMillen Engineering and Construction's revenues have grown over tenfold in 2008. Through sound financial management, lead by President Mara McMillen, the company has been able to execute their expansion through cash flow while incurring very little debt. She has continually reinvested the profits into the company growth and focused marketing on new strategic fields.

McMillen Engineering and Construction is a very community-oriented firm. Recently they worked with a local baseball league to construct new baseball fields by donating the planning and engineering as well as managing the construction efforts. Mara McMillen is passionate about education. She contributes to local schools, sponsors high school and college interns, personally volunteers and encourages her employees to volunteer at a local elementary school. Mara McMillen also contributes financially to the Boise Art Fair and Taft Elementary School.

"SBA is proud to name Mara McMillen, owner of SBA 8(a) certified McMillen Engineering and Construction, the recipient of the 2009 Idaho Small Business Person of the Year," said Norman Proctor, Boise SBA District Director. "Mara's business is a good example of how vision, hard work, integrity, and strategic planning can lead to success. SBA is pleased to assist McMillen Engineering and Construction with business development counseling through our 8(a) program."

When asked about the award, Mara McMillen stated, "Receiving this award is very special to all the fine employees who make up our outstanding team for this company. It is through their hard work and effort that McMillen Engineering and Construction has not only grown, but has become a truly respected company within the industry."