



Jerome Gonzales runs JG Management Systems, a fast-growing firm that offers a range of services — mostly to federal government agencies.

## Grand Junction firm engineers fast growth with federal contracts

Jerome Gonzales says there's no secret formula for the remarkable success of his company. "It's really no secret. It's a lot of hard work, people pulling together, understanding what the mission is of the company."

While Gonzales also has taken advantage of a number of programs that help small businesses secure federal contracts, he says success depends on yet another fundamental practice: understanding the needs of customers and meeting those needs.

Gonzales is president and chief executive officer of JG Management Systems Inc., a Grand Junction-based company that offers a wide range of engineering and management services, primarily to federal government agencies.

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## Growth

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Only four years old, JG Management Systems employs a staff of 18 people as well as 20 consultants who provide services to the company. Annual revenues have grown quickly, tripling the last year alone, Gonzales says.

To top it all off, JG Management Systems won the 2005 Excellence in Entrepreneurship Award from the Dixon Center for Entrepreneurial Development at Mesa State College in Grand Junction.

Tim Hatten, a Mesa State business professor and director of the Dixon Center, presented Gonzales with the award during the Western Colorado Venture Forum.

Hatten calls Gonzales a "classic entrepreneur" whose company works with clients throughout the United States. "They bring a lot of dollars into our local economy."

Gonzales was pleased to receive the award and quick to credit his staff. "I am, but nobody accomplishes this on their own. It was a company effort."

Prior to starting JG Management Systems, Gonzales held various engineering and management positions for 12 years — nine of that with the U.S. Department of Energy, including a stint as deputy manager of the DOE facility in Grand Junction.

Other employees bring experience working with national laboratories, military installations and engineering firms.

Gonzales describes JG Management Systems as a

small, but sophisticated, company that applies a system engineering approach to a variety of activities.

The firm can inspect and assess the conditions of a facility as well as determine what repairs or changes are needed for more efficient operations, estimate the cost of the work, draw up plans for the renovations and oversee construction.

The company also can help clients define the function of a program or operation, assess the gap between what's occurring and what needs to occur and come up with plans to close that gap.

JG Management Systems has worked for the Los Alamos and Sandia national laboratories in New Mexico as well as such corporations as Lopez Engineering and Cube Corp.

JG Management Systems currently is working with the U.S. Postal Service to assess its facilities nationwide as well as the Army National Guard on base realignment and closure activities.

Gonzales says the company derives the bulk of its work from government agencies, with the remainder from small engineering contracts.

JG Management has taken advantage of several programs that assist small businesses secure government contracts, including the U.S. Small Business Administration 8 (a) and HUBZone certification programs.

The 8 (a) program helps small businesses owned and operated by individuals who are socially and economically disadvantaged qualify for federal contracting set-asides and other support.

The HUBZone program encourages economic development in what are called historically underutilized business zones by offering federal contract award preferences for qualified businesses in those areas.

The federal government sets goals for awarding a percentage of contracting dollars to small businesses directly and through subcontracts with larger, prime contractors.

While Gonzales says he's aggressive in using 8(a) and HUBZone certification in going after government contracts, certification is not an entitlement program.

Rather, he says he must market his services to new and existing clients as well as tailor those services to meet their unique needs.

"If they're not aware of what they need, we help them identify that. That's key."

Gonzales also attributes part of the success of his company to donating money and time to local causes. Gonzales estimates that the company donates about 3 percent of net income to charitable organizations. In addition, each employee is allowed to donate 40 hours of paid time in community service of their choice. "We allow them to do whatever their calling is."

"That's all part of the synergy that's involved with a successful company, to give back to the community."