



## Crossroads Contracting, Inc.



Crossroads Contracting Inc. formerly known as Rocky Mountain Traffic Control was founded in 1986 by Gary Guinard, President, and has performed an average of \$500,000.00 per year in gross revenues with the work being seasonal.

Rocky Mountain Traffic Control Inc. was incorporated as a "C" corporation in 1986, owned by Gary Guinard. The name was changed in 1998 due to confusion with Rocky Mountain Safety Service, a local competitor, and the desire to diversify away from traffic control as the total income. The company has an office located in an industrial area between two prime contractors outside Cheyenne city limits.

After faltering during the mid 1990s, diversification seemed like the best direction for the company as the federal government pulled money from the highway funds and work slowed down. With this as a factor and the introduction of a large company to the state as a traffic control business, competition got tougher.

June 2000, Don Kentner bought into the company as a 49% owner bringing in a dump truck, trencher and vast construction experience and agility. As a result the company gained more contracts in traffic control, as well as other projects including concrete flatwork, foundations and spring water development for the B.L.M. This is just the tip of what they envision in a business turnaround. The company offers services to private, commercial and government accounts. The company is positioned for increased levels of construction contracting and ready for further growth! They can provide construction services in a diversified range of project areas including, but not limited to, the following:

- Traffic Control and Safety: traffic plans, signs, barrels, barricades and flagging personnel
- Dirt Excavation
- Concrete: Flat work and Foundations
- Dump truck: Dirt, Gravel, Demolition and Trash hauling Timber Stand Improvement
- Fencing
- Seeding

This list will continue to grow as they find employees with experience in other fields.

Crossroads Contracting Inc. was certified into the [8\(a\) program](#) as a qualified minority-owned construction contractor in 1999 by the [Small Business Administration \(SBA\)](#). They have been pre-qualified by WY DOT as a prime contractor to do up to \$885,000.00 in combined projects. For further information contact Crossroads Contracting Inc. at: 4901 Ridge Road Suite B, Cheyenne WY 82009; PHONE (307) 638-3115; FAX: (307) 638-6558; E-mail: [crossroadscon@uswest.net](mailto:crossroadscon@uswest.net)

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