

Business Focus

» **NOMINATIONS:** Have a business or business person you would like to see profiled? Let us know at news@YourHub.com.

High Country Kitchens, Golden

BUSINESS TACKLES HIGH-END DESIGN

Profile:

Business: High Country Kitchens

Address: 17301 W. Colfax Ave., No. 304, Golden

Hours: 8:30 a.m.-5 p.m. Monday-Friday; Saturday and evenings by appointment

Contact: 303-233-6782

Year founded: 1969

Employees: 3

Karen Marrs, owner

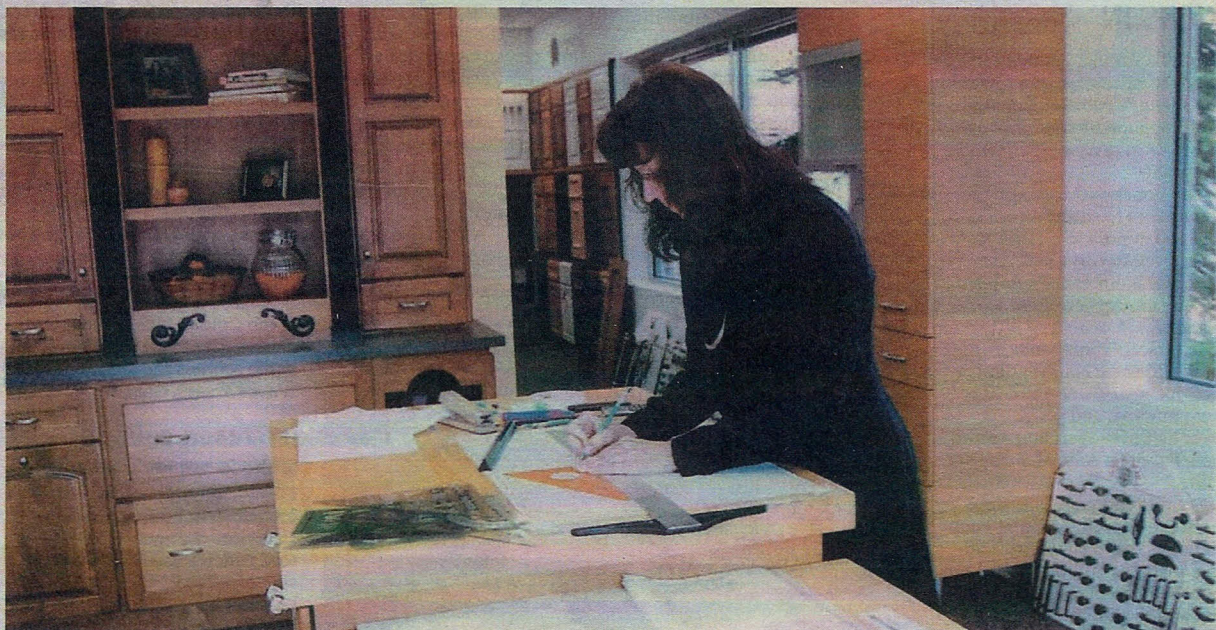
Q: How did you get involved in this business?

A: My father started the business in 1969 in Lakewood. In high school I took drafting classes to assist my dad during the summers. I studied housing design at Colorado State University, including kitchen and lighting design. After college, I became a designer for the company working with contractors, designers and homeowners for remodeling projects as well as new construction. We moved the showroom from Lakewood to its present location in 2007.

Q: What distinguishes you from other businesses in your category?

A: Being family owned, we don't have personnel turnover. Our clients know they will work with only one designer who has 40 years of experience and their undivided attention. We aren't paid on commission and aren't only interested in making a sale. Our attention to detail assures your project is handled to perfection. We offer clients the most up-to-date products — for example, ultra-low volatile organic compound finishes, no added urea-formaldehyde and LED lighting. Unlike the big box stores that require 100 percent payment at time of order, we offer a multipayment policy.

Q: What do you like best about your line of work?



Karen Marrs works from her Golden office. *Karen Groves, YourHub.com*

A: Working with homeowners to compile the perfect combination of wood, style and finishes to complement their home is very rewarding. No two jobs are ever the same, even when working on multi-unit projects. The variety of materials is boundless in cab-

inets, tile, appliances and lighting. I try to simplify the selection process. There's nothing better than to hear your client say you've far exceeded their expectations and they couldn't be happier.

Q: Something people might

be surprised to learn about you or your business:

A: We're proud that 90 percent of our business comes from referrals by customers and contractors. It's not uncommon to have done three or four kitchens for the same

client as they move from home to home. We not only work throughout the metro area, but also statewide. People are surprised to learn that I live on a farm. My husband's family has milked cows since 1949 and we have 5,000 cows.