



MOSBY BUILDING ARTS, Kirkwood, Mo.

Design/build remodeler

www.mosbybuildingarts.com

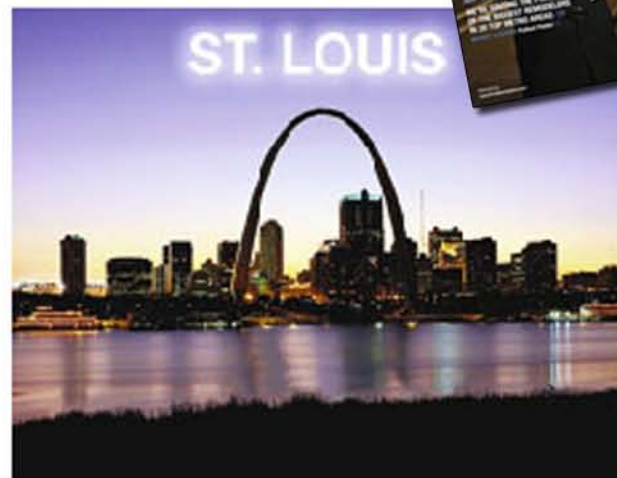
Principal: Scott Mosby, president/owner

2006 volume: \$6.2 million

Projected 2007 volume: \$8 million

2006 projects: 40

Employees: 35 field, 20 office



Target market: Clients in metropolitan St. Louis and southern Illinois who want quality and customer service rather than the lowest bid

Major challenges: Having to turn down potential customers because the company doesn't bid with other companies; having to schedule sales calls with limited sales resources; and educating consumers.

Top opportunities: Universal design and green remodeling/energy efficiency.