

Human Resources Guide PULLOUT • The New Breed of Young Entrepreneurs • Up and Coming Women • 3 Companies On The Brink

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## [biz up-and-comers]: WOMEN-OWNED BUSINESSES



Venus McNabb



Linda Walter Cohen



Mary Darling



Shari Nakhman



Nancy Froues

# 068.Up-and-Comers: WOMEN-OWNED BUSINESSES

Proving that hard work and determination pay off, meet 10 women who are making their mark.

BY SARAH BANNAN

### 1-800-GEEKSONTIME PHOENIX

[geeksontime.com](http://geeksontime.com)

Founded: 1999

Top Executive: Venus McNabb, CEO and Founder

Number of Employees: 38 internal and more than 750 technicians

Primary Business: Nationwide Onsite and Remote Computer Technical Assistance

Five years ago, CEO Venus McNabb took a long bus ride in the middle of a Canadian winter to have her computer repaired. Otherwise, she risked losing her Internet business. After an expensive and poorly serviced repair, McNabb decided she could offer the same service to customers, only better. 1-800-GeeksOnTime began as a home-based business and quickly grew to offer nationwide computer technical assistance aiming to empower customers to learn as much as they desired—in effect, training them to take the company's place. Today, more than 60 % of business comes from referrals or repeat customers, and the company is set to pass the million-dollar-revenue mark in 2005.

Clients: Whitehall Jewelers, PCF Publishers Circulation Fulfillment Inc., Texas Roadhouse Restaurants

### DARLING ENVIRONMENTAL & SURVEYING LTD. PHOENIX

[darlingde.com](http://darlingde.com)

Founded: 1997

Top Executive: Mary Darling, Principal Owner

Number of Employees: 24

Primary Business: Full-Service Engineering, Permitting, Land Survey and Science Consulting Firm

After leaving a 10-year career with the federal government, Darling began performing consulting services for municipalities, utilities and mining companies. In 1996, Darling's husband, a registered land surveyor, joined her in business. Today, Darling Environmental and Surveying is a recognized expert in providing state-of-the-art 3D laser scanning technology. Plans are under way to restructure the organization into one parent company with five subsidiaries—one for each of its five areas of expertise: Geotech Services, Southern Arizona Homebuilders Association, Tucson Unified School District

### FINANCENTER PHOENIX

[financenter.com](http://financenter.com)

Founded: 1995