

*As Seen In... Forbes, January 20, 2014*

# Entrepreneurial Spirit Leads to Recession-Busting Growth

## *Morelia Group*

**W**hen life handed Christopher Hildebrant lemons, he made lemonade. When the recession hit the real estate industry,



he was forced to decide between taking a pay cut or cutting loose. Not one to take the easy road, Hildebrant, with the support of his wife, Susana, started his own business. Five years later, Morelia Group is the parent company of 22 subsidiaries, with

more than 300 employees and nearly \$20 million in yearly revenue.

Morelia Group's initial focus was the development of commercial and residential real estate, and that remains a large part of its business. "We facilitate entire projects, from conception to completion," Hildebrant says. "That includes everything from site selection and design to financing and zoning, and from financial advising to property acquisition and construction."

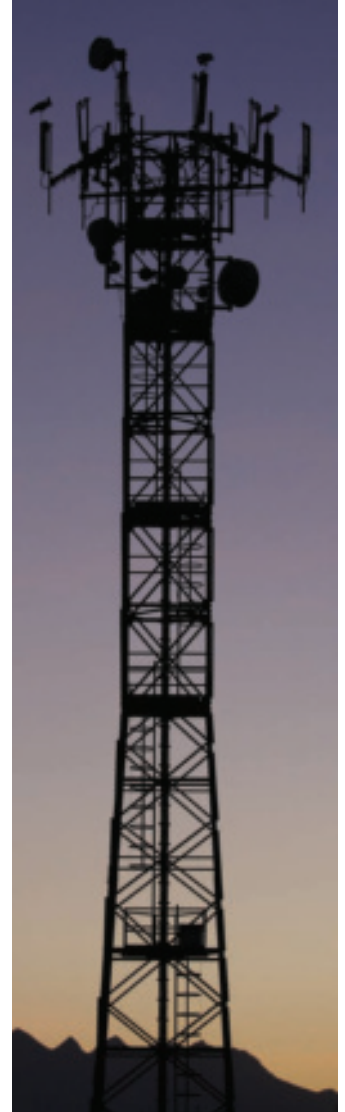
Once that part of the business was established, however, Hildebrant began looking for his next challenge and added early childhood learning centers to the firm's umbrella. Then, he began looking again. "We're constantly looking for new investments," he says. "We embody the entrepreneurial spirit."

### From Wireless Investor to Contractor

That spirit led to the firm's most recent endeavor, one that has quickly turned into its fastest-growing venture yet. "We were looking for short-term investment opportunities," says Hildebrant, "and began managing funds for several wireless contractors." These contractors, who build and repair wireless towers, usually don't receive payment until 90 days post-completion. Morelia Group advanced their payments for a fee, then collected the entire check at the end of the waiting period.

Hildebrant saw an opportunity. In 2011, Morelia Group began hiring these contractors in-house and started offering its own wireless tower services, including construction, maintenance, upgrading, decommissioning and zoning. In just two years, the firm has completed more than 500 wireless projects, nationally and internationally. In fact, Morelia Group recently entered an elite category of wireless contractors when it was named a Top 20 Approved Vendor by one of the nation's premier wireless companies.

When asked what's next for Morelia Group, Hildebrant says he plans to "slow down, take a breath and focus on finding quality executives to grow each of the firm's businesses. This will be the determining factor in our business plan, which includes growing the company from \$20 million in revenues to \$50 million."



11210 Montgomery Road | Cincinnati, OH 45249 | 513-469-1500 | [www.MoreliaGroup.com](http://www.MoreliaGroup.com)