



Award-Winning Concrete Contractor Looks to Expand

Award-winning concrete construction firm Mills Flatwork is a fairly young company, having been in business less than a decade. However, it was successful right from the start, thanks largely to owner and founder Dylan Mills' extensive experience. Mills Flatwork specializes in agriculture-related and commercial concrete construction projects.



Written by Nate Hendley

"I've been doing concrete my whole life, since 1992. I did a lot of stuff with my dad. Then I went to college to get a degree in civil engineering. Then, I did a lot of layout work for a paving company and a lot of inspection work for agricultural facilities," recalls Mills, whose firm is based in Kaukauna, Wisconsin.

"I was pouring concrete the whole time, kind of as side work. In 2012, that's when I totally went off on my own." That year, he began acquiring equipment. "That's when the big step forward was," he continues.

The fledgling firm did not suffer from the kind of growing pains common to many new contractors. Mills' background, savvy, and contacts made for a high-profile start. "Most concrete companies start out with like two guys in a pickup truck. I started out with twelve guys. Our first contracts were bigger contracts than concrete companies that had been around twenty-five years had ever seen. We came in very strong."

"We worked fast but did quality work. We had all the right equipment, and that definitely got us repeat business. It's been good, steady, continuous growth the whole time since we started," states Mills.

The early days of the firm were physically demanding. Mills recalls "pouring concrete twenty hours a day, delivering equipment in the middle of the night, moving stuff around. I was the only one with a CDL [commercial driver's license]. That was difficult. But as far as getting the business off the ground and turning, no, that did not seem hard at all."

Initially, the firm was mostly focused on the agricultural side of things, working on waste storage facilities, feed pads, bunkers, barns, grain facilities, and the like. As of late, the company has been handling "a lot of commercial work. Over the past few years, with agricultural dairy prices being down, we did predominantly commercial work," says Mills.

Commercial jobs can involve parking lots, foundations, grocery stores, gas stations, multi-family apartment complexes, warehouses, gyms, and more. Some of these assignments feature ground-level work while other jobs entail pouring on the fourth story or higher.

The company prides itself on doing most of its own duties. "We self-perform pretty much everything. We have subcontracted out foundations before, but we pretty much do everything," says Mills. ★