



MILE HIGH SPIRITS:

A Case Study In Entrepreneurial Spirit(s).



Chase Campbell, Owner of Mile High Spirits

Mile High Spirits At A Glance:

A Craft Distillery with Tasting Room and Bar
40+ Employees | 10,000+ Bottles Per Day
200,000+ On-Site Customers Per Year

If there's ever an example of a local establishment that's perfect for its city, and a city that's perfect for a local establishment, it's Mile High Spirits and Denver, Colorado. Both growing, eclectic brands that blend together like one of the thousands of perfectly distilled drinks that Mile High Spirits serves each and every night.

But their iconic status in the local market didn't happen overnight, and it certainly didn't happen without a lot of hard work. It took years of serving great spirits in an equally great environment to

become a downtown staple for just about anyone attending a ballgame, a bachelor or bachelorette party, or just looking for a good time.

Mile High Dreams And Beyond.

After 8+ years of growing their brand, they felt the time was right to grow beyond the city and state they loved so dearly. But there was one major problem: their bottling process limited them to only 3,000 bottles per day, and to meet the goal of distributing to 16+ states by the end of the year, they needed a new production line that could accommodate up to 10,000 bottles per day.

It was at this time that they realized their current, local bank wasn't big enough to grow with them, but their previous experiences with bigger banks wasn't all that good either, as they rarely delivered on what was promised. Even worse, bigger banks had to run local decisions up the flag pole to a corporate executive who truly didn't understand the people, the brand, or the city.



That's when BOK Financial came knocking. A local banking team, run by local decision-makers, but backed by the strength of a regional, multi-billion dollar financial institution. The perfect mix, really, for a brand with the personality of their city, but looking to grow well beyond.

The first thing the bank did was listen. What were their goals, their dreams? Just as important, what were their pain points? And then what products, services, and solutions—yes, solutions—were best for their business?

Two loans were consolidated into one, allowing Mile High Spirits to use savings from the consolidation to invest in their new production line. Just as important, the bank understood the unique aspects of the market, which in turn led to problem-solving for the unique challenges of Mile High Spirits. For instance, wire transfers with out-of-the-country vendors were made much simpler by incorporating new technology that streamlined the process for both Mile High Spirits and their suppliers.

The Perfect Mix.

Now that partnership of two—Mile High Spirits and Denver—has really become a partnership of three, with BOK Financial added to the mix. The biggest reason? Bankers who truly know their clients, the business, and the city. Most importantly, we have the strength to help Mile High Spirits go as far as their Mile High dreams take them.



To see and hear this story in the words of one of the owners of Mile High Spirits, visit: www.bokfinancial.com/MileHighSpirits.

