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MaeTec Power inks deal with federal agency

By THOMAS ADAMS - 5/14/2010

MaeTec Power Inc.'s five-year contract with the Federal Aviation Administration has borne additional fruit, resulting in a nearly \$600,000 contract with the FAA in January and the likelihood of a \$225,000 contract no later than next week.

"Having held the primary contract, we were already in the sights," said Gary Boone, MaeTec's director of business development. "It's the same scope of work. It's additional sites that were added."

The \$600,000 deal comes from the American Recovery and Reinvestment Act of 2009. The stimulus funding puts MaeTec at four additional sites, along with 25 air traffic control locations that are part of a \$17.5 million, five-year contract awarded to MaeTec by the FAA last August.

"We're going into radar facilities throughout the country and replacing backup power systems that support the radar facilities in case of power loss," MaeTec founder and president Mark Miller said.

MaeTec representatives would not provide specific details on where the work is being done.

MaeTec, a Perinton-based direct-current power application company, converts alternating current systems to DC. It provides sales, installation and service to telecommunications, data center, utility and commercial clients.

The company has added three local residents to its work force this year and now employs 21, four of whom work at the home base on Mason Road. The rest are at work sites in other parts of the country, company officials said this week. Three of the 21 employees are part-timers, Miller said.

"The employees typically don't work out of the local office," MaeTec co-owner and vice president James Allen said. "They're spread out all over the place, on the road working on jobs.

"We don't require people to live in the Rochester area. We have guys in North Carolina, South Carolina, Florida. They're on the road so much, it really doesn't matter where they put their head down when they're home."

In addition to the three local hires, the company recently added a worker in North Carolina. One of the three local hires is based in Perinton, helping out with logistics and warehousing responsibilities, Miller said. The two other local hires spend most of their time traveling.

"We're adding more technicians that live in different parts of the country," he said. "We do work all over the country, so it makes sense to hire people that are in geographical locations where we're doing more work."

The \$600,000 project, as well as the \$225,000 contract yet to be awarded, must be completed by the end of September, Miller said.

"We've completed over a dozen projects with the FAA so far," Boone said. "We have equal to that, if not more, towards the rest of the year.

"We're still in the very beginning of the (\$17.5 million) contract. By the end of the year, we'll probably be very close to 25 percent. Within that contract there were some additional stimulus funds."

Miller founded MaeTec in 2003 as a part-time venture, with four employees selling used equipment to telecommunications customers. He invested \$25,000 in 2004 to make the company his full-time business, and Allen joined him later to develop a business plan that established MaeTec as a provider of DC power equipment.

By 2007, revenues were nearly \$2 million.

Boone joined MaeTec in August 2008 and was the point person in securing the company's first federal contract, which nearly doubled its annual revenues.

"Since the contract award, we've primarily been working with telecommunications companies, phone companies and cable companies," Boone said.

"This has allowed us to go in the direction we've wanted to go into, which is to expand into some other government work. We've added a couple other government or state-type entities