

**ROCHESTER  
BUSINESS JOURNAL  
DAILY EDITION**

September 28, 2009

**INSIDE TODAY**

U.S./World News  
Local Stocks  
Business Calendar  
Weather

**THIS WEEK**

Picture of the Week  
In the Print Edition  
Woodson on Sports

**NEWSSTAND**

Weekly Print Edition  
Subscription Payment  
Subscription Renewal  
Back Issues/Reprints  
Databases/Directories  
The Lists  
Photographs

**RBJ RESOURCES**

About the RBJ  
Search Archive  
Contact Us  
Advertising Info  
Daily Report  
RBJ Events  
Help Center

**OTHER RESOURCES**

Stock Research  
Other Net Resources  
Economic Profile



**Subscribe today!**  
Only \$1.50 a week.



[Search News Archive](#)



[Advanced](#) [Help](#)

**PAGE ONE**

[Continue Last Search](#)

[New Search](#)

**Power firm inks \$17.5M contract for FAA work**

By THOMAS ADAMS  
*Rochester Business Journal*

The reach of Perinton-based MaeTec Power Inc. now extends to 160 cities in 40 states, including a \$17.5 million Federal Aviation Administration contract it secured last month.

The FAA hired MaeTec to replace battery strings-batteries strung together on a wire-at 25 air traffic control sites. The locations include 21 air traffic control centers, three terminal radar control facilities and one control center training facility.

The government contract is the first of that scope for MaeTec, founded in 2003 by President Mark Miller as a part-time venture. Miller partnered with James Allen, MaeTec vice president and co-owner, in 2004 to make it a full-time business.

The five-year, \$17.5 million contract "almost doubles our revenue on a yearly basis," Miller said. "It's definitely going to require more manpower out in the field to meet the requirements of the contract."

MaeTec has doubled its work force in the last three years and now employs 18 people. Revenue has increased by at least 25 percent each year, Miller said.

Miller and Allen declined to disclose current revenue. With 25 percent increases from nearly \$2 million in 2006, revenue previously disclosed, revenue could exceed \$3 million, not including the FAA contract.

The employee additions included Gary Boone, hired in August 2008 to direct business development. MaeTec is looking for additional employees as a result of the FAA contract.

Miller credits Boone with getting the FAA deal.

"I don't think, prior to Gary coming on board, we would've had the internal resources to put together something of that size, just from a documentation standpoint," Miller said.

Boone says he does not know how many competitors MaeTec faced in being selected.

"I'm ecstatic," Allen said. "Typically we were 85 percent with communication companies like phone companies and cable companies and cell phone companies. This really helps diversify the business into a new market.

"I'm going to have to do quite a bit more as far as trying to put together the projects. Working with the government is new to us, so I guess I'll learn a lot as we go. I'm sure there's going to be a lot more paperwork on a daily basis than we generally deal with."

The FAA contract also will result in more travel for Miller and Allen.

"James and I will be involved in site visits and many meetings with the FAA in various locations as we go on-site to do these projects and then manage the overall installation," Miller said.

MaeTec is a DC power application company. It converts AC-or alternating current-systems to direct current. It provides sales, installation and service to telecommunications, data center, utility and commercial customers.

"It wasn't part of our vision to get involved with any government-type opportunities," Miller said. "It was something that I had come across back in early 2007. When we brought Gary on in the business development area, it was something I talked to him about. We made a decision as a company to go through the exercise of participating and putting together the bid proposal."

Also last month, MaeTec was awarded two contracts by the Niagara Frontier Transportation Authority totaling some \$275,000 to do backup battery installations along Buffalo's public transit corridor.

MaeTec has increased its presence in the Rochester area, Miller said, although he declined to be specific.

"We're doing some work for small businesses and hospitals," he said. "Those are different types of customers that we had not targeted initially.

"We've just added projects in Hawaii and Alaska. We've been awarded projects in Toronto. We really feel we've done a great job in building our national footprint. When we add customers like the FAA to that mix, it allows us to become more agile in supporting our other customers that are spread across the country."

*tadams@rbj.net / 585-546-8303*

09/18/09 (C) Rochester Business Journal

[Front Page](#) | [Archive](#) | [About the RBJ](#) | [Subscribe](#)  
[Weather](#) | [Local Stocks](#) | [Newsstand](#) | [Send Us News Tips](#)

*Copyright © 2009 Rochester Business Journal*

Site created by [Logisoft Corp.](#)

