

BUSINESS PROFILE**United Mechanical
has cool customers**

THE BUSINESS: United Mechanical Inc. designs, installs and maintains heating, ventilation and air conditioning (HVAC) systems. The company works with general contractors and building owners in California and has professional engineers on staff for the design and build portion of the work.

CUSTOMERS: People who own or construct new buildings, but for the most part general contractors, such as Devcon Construction Inc., DPR Construction Inc., San Jose Construction Co. Inc., South Bay Construction Co. Inc. and Webcor Builders.

SHORT-TERM GOAL: To maintain the customer base and achieve revenue goals in the down economy.

LONG-TERM GOAL: To grow the company to double its 2008 revenue of \$40 million by 2014. United Mechanical is in the process of opening an office in the North Bay.

BIGGEST COMPETITORS: Acco, Therma, Southland and Air Systems.

HOW WILL THE BUSINESS CHANGE IN FIVE YEARS: The company came close to buying a 45,000-square-foot building in North San Jose last year to support the growth envisioned by the CEO. When the economy recovers, moving will be United Mechanical's biggest goal.

BEST BUSINESS DECISION: Starting the company with business partner Jon Gundersen, whose sales and engi-

UNITED MECHANICAL INC.

Headquarters: San Jose
CEO: Tom Sosine
Expected 2009 revenue: \$34 million
Employees: 125
Founded: 2003
Web: www.umi1.com
Phone: 408.232.9000



VICKI THOMPSON

ROOM TO GROW: United Mechanical CEO Tom Sosine came close to buying a larger building in North San Jose last year but decided to wait for the economy to recover before pulling the trigger.

neering skills complement CEO Tom Sosine's background in the trades. They have worked together for 17 years.

TOUGHEST BUSINESS DECISION: As a manager, defining an employee's capabilities that might be disappointing to them.

LIKE BEST ABOUT THE BUSINESS: Sosine has been in the HVAC business in one form or another for 37 years. He enjoys the challenge of the business and working with top-quality colleagues.

LIKE LEAST ABOUT THE BUSINESS: The cyclical nature of construction in the Bay Area. It is hard to slow down in

a recession period. United Mechanical has kept most of its employees by reducing their hours, and that is a hardship on their families.

ONE THING THAT MIGHT SURPRISE PEOPLE ABOUT THE CEO: With a background that comes from the field, Sosine always needs a project at home to relax, whether he is remodeling the bathroom or building a guest house. "My wife has always told me to hire someone to do the job, and I always tell her, the next one for sure."

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