

Security Construction plans expansion beyond revenue

#4

SECURITY CONSTRUCTION SERVICES INC.

PRESIDENT/OWNER: JANET CEDDIA
 YEAR FOUNDED: 2002
 HEADQUARTERS: HUDSON

NO. OF EMPLOYEES: 45
 PERCENTAGE GROWTH 2006-09: 309.52%



W. MARC BERNISAU | BUSINESS JOURNAL

Janet Ceddia, president and owner of Security Construction, says the general contractor plans to double in size.

BY LAUREN KEIPER
 SPECIAL TO THE JOURNAL

Security Construction Services Inc. continues to ride a niche as a general contractor to federal and state agencies, growing revenue by 310 percent since 2006. And the Hudson-based company has no plans to slow down, according to president and owner Janet Ceddia.

“We aspire to grow and double in size,” she said about the company’s long-term vision.

Securing federal contracts with agencies throughout New England has been the key driver behind Security Construction’s revenue spike from \$4.2 million in 2006 to \$17.2 million in 2009. And repeat business from its core client base is expected to produce another impressive year for the company.

Ceddia forecasts \$20 million in revenue for 2010, putting the firm on track to record a 16 percent growth rate, despite a shaky economy.

The company’s status as a woman-owned business has aided the growth of its federal work, but doesn’t guarantee a winning bid.

Ceddia said it’s Security Construction’s familiarity and track record in the federal space that wins over clients.

“The federal space is a different beast,” she said. “We’ve been there the last five years and really understand how to be successful with respect to safety, quality, paperwork and managing clients,” said Ceddia, all of which require heightened levels of transparency and reporting.

Founded in 2002, Security Construction Services

provides clients with an array of commercial and general contracting services, including interior and exterior renovations, and long-term maintenance work in addition to anti-terrorist force protection.

Ceddia credits a diversified portfolio of services as another reason the company continues to win business.

“We’re not afraid to take risks,” she said of the firm’s openness to taking on new challenges and adding to current service offerings. “But we do it in a very systematic way.”

Part of that process is assembling the best possible team to handle an assignment. Ceddia and her husband, Chris, vice president at the firm, interview all job candidates, looking for the best possible people to round out their team.

“We’re trying to create a good core of people,” said Chris Ceddia. “The people who work here excel at what they do and in turn help us excel.”

Currently, seven of Security Construction Services’ 45 employees have a military background, but that number is expected to climb to about a dozen. That helps foster a smooth working relationship between the company and clients that include the Army, Navy and Coast Guard.

Going forward, Security Construction Services expects to face heated competition bidding for contracts as more commercial contractors begin hunting for federal work. Residential contractors also are expected to enter the race.

At the same time, the Ceddias anticipate new doors will open as the company begins a targeted geographic expansion for projects outside of New England.