



MECHANICAL SYSTEMS CO. LLC

TOP LOCAL OFFICIAL:

Lee Walker
President

Contact:

4067 New Getwell Road
Memphis
901-369-9822

msystemscompany.com

Year founded locally: 2007

Full-time employees: 119

11.7
percent

REVENUE GROWTH,
2013-2015

What does your company do?

Mechanical Systems is a fully licensed mechanical and plumbing construction, service and controls contractor that works with commercial and industrial customers on design-build, negotiated, and plan and spec projects to ensure the absolute best value for their investment.

What's your company's biggest accomplishment during the past year?

From Mechanical Systems' inception in 2007, we have steadily grown our revenue to the \$12 million to \$14 million per year range before we landed a single job for Nike that was worth about the same as our yearly revenue in 2013. The Nike job lasted nearly three years and boosted our annual revenue to the \$20 million to \$22 million per year range. The company built up our field and office resources to be able to handle the increased revenue from one single job. The biggest accomplishment during the past year for us was to be able to maintain our pipeline of business and continue our projected revenue in the \$20 million to \$22 million range. This meant that our sales force had to close more jobs, our leaders had to manage more people and we had to hire several more field trade employees. While we feared having to cut back after



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Nike finished, we now see ourselves being able to sustain our construction business at our current level with even more growth projected in our service department.

Have you added employees in the past year? We added about 25 employees to support sustained growth.

Have you added products or services? Mechanical Systems signed a franchise agreement to become a LINC Service Contractor, which allows us to provide more robust service offerings, including lifetime full coverage contracts for our customers. These contracts take the risk

away from our customers and allow them steady, long-term budget cash flows.

What was the best business decision made for your business in the past five years?

Taking the Nike job. While it was a big risk for us because of the size and duration, we decided to perform the work because of our long-standing trusted relationship with our general contractor customer. The job lasted about three years and has been a very beneficial and profitable job for us. Mechanical Systems also sees many opportunities to grow our business because of this project with Nike and all of their facilities.

What makes your business an attractive place for employees to work?

Mechanical Systems offers great, low-cost benefits and incentives that everyone in the company is eligible to earn (vacation, bonuses, gifts and trips). Furthermore, we are a merit shop, which means our employees can work in several different trades to expand their skillset and maintain their full working hours if we have a lull in a certain area.

Do you have more business in the first half of 2016 versus the first half of 2015? Our pipeline for the first half of 2016 is the same as the first half of 2015.