



Emtec Consulting Engineers is celebrating 40 years of business

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Q: What milestone are you celebrating in 2021?

A: Emtec Consulting Engineers is celebrating 40 years of business

Q: What thoughts or emotions come to mind when you think about this milestone?

A: Gratitude, Appreciation, Success

Q: What inspired you to start your firm?

A: Founded in 1981, Emtec Consulting Engineers began with two young entrepreneurs recognizing

the demands and opportunities within the nuclear industry. Andy Solano and his then partner formed a corporation with three branches: Electrical and mechanical engineering, and technical services. The technical side never saw traction, but engineering took hold and the firm transformed with interest from local architects in design work. Emtec was one of the early engineering companies in the area to offer mechanical, electrical, plumbing and fire alarm design under one roof, and it worked.

Q: What were some of the challenges you faced during the early years?

A: Some challenges that we were confronted with early on included technology advancements and new software costs and implementation. The pros and cons of whether to focus on one market niche or multiple market areas was another challenge in many ways because it had implications on so many areas of the business; expertise, profitability, productivity.

Q: What are some of the firm's greatest accomplishments since inception?

A: We've had the pleasure to work with some of the brightest and well-established professionals and businesses throughout the years, having performed engineering design and services for approximately 7,000 projects.

Some of our most notable project accomplishments would be: A 34 story high-rise 900,000 s/f in New York City; a 34,000 s/f Data Center in Boca Raton, Fla.; a 40,000 s/f Telcom facility in Dallas, Tex.; and a 490,000 s/f, 418-unit multifamily facility in Bayshore, N.Y.

Q: How has your company evolved over the years?

A: Emtec is constantly evolving and adapting to the changes within the industry. Over 40 years, we have grown into 35 full time employees servicing a wide variety of market sectors. We've continued to stay up to date with current technology with the belief that to be successful you need to be innovative to stay competitive. In addition, we've continued to expand our service offerings having more recently formed a dedicated branch for commissioning services.

Q: What is it like working at your firm?

A: Solano has spent 40 years cultivating a positive and ambitious work culture. With two new managing partners brought up through the firm, the culture continues to grow into a desirable atmosphere for young and seasoned professionals. Emtec believes in the development and mentorship of young engineers and the success they hold for the future.

Q: What is one of the funniest memories in the history of your firm?

A: Having come out of school 50 years ago, it was quite enjoyable to show young engineers the

pocket slide rule that I still keep in my office. This was a tool we had used to solve calculations before the day of the desktop computers and calculators; the engineers would always look puzzled.

Q: What is one way your company promotes diversity and inclusion in commercial real estate?

A: We have the pleasure to develop valued relationships with minority and women-owned businesses. We've always looked to promote diversity and inclusion, we've created a culture at Emtec to solicit, hire and include the most qualified and diverse members in mutual pursuit of growth and success.

Q: What's ahead for your firm?

A: Emtec has recently expanded into new geographic areas with intentions to open additional offices over the next few years. We've also recently performed several positive organizational changes over the past year to position Emtec to continue to grow and evolve with the next generation.

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