



Kenneth Meccia of Statewide Abstract Corp. - Where title insurance is a family affair

November 19, 2007 - Spotlights

When Kenneth Meccia's father, James Meccia started Statewide Abstract Corporation back in 1979 - he did business with banks like Marine Midland, Dollar Dry Dock, Dime Savings Bank, Chemical Bank, Westchester Federal and others --- all now gone from the business landscape.

"We've seen so many banks and title companies come and go, but we're still here, stronger than ever," said Statewide president Kenneth Meccia, who today, along with his brother Alan Meccia, Statewide's CEO, are charting a new course for the White Plains-based company that is one of New York State's largest and fastest growing title insurance agencies.

This summer Statewide marked a landmark in the company's history when it opened a New York City office in one of the most competitive real estate marketplaces there is. "We are ready," said Meccia, who admits the NYC office was a natural next step for the company that has been involved in more national multi-million commercial deals. Under Meccia's management the company has expanded from its beginnings in White Plains, to serve clients in Putnam, Dutchess, Rockland, Nassau and Suffolk counties, as well as New York City.

Meccia, who also heads up Statewide's New York City office, has put together a top sales team who know the New York market and know how to sell. They include veteran statewide account managers Elaine Heyda, Connie Alimena, Richard Krasner and former PGA professional Sharon McQuillan, along with John Sullivan, who was recently named the company's vice president and National Commercial Manager. "We have hired some of the best in this business," said Meccia, who promises "the same level of exemplary service" to Statewide's New York City clients as they have provided for other clients in the tri-state area.

Together, Kenneth and Alan manage the company's professional staff that includes a legal staff and over 30 employees who produce over 8,000 commercial and residential title reports annually. Also by his side, Ken's wife, Kathy has worked at Statewide for the last 18 years as a closer.

"We look forward to bringing our clients an unusual depth of experience and new opportunities in large national office, hotel and buildings sales," said Meccia, whose company uses the industry's most advanced technical programs on preparing title reports.

Meccia also credits his company's growth and stability to the fact that it has always diversified, insuring both residential and commercial properties. Since 1979 it has issued over 80,000 policies on commercial buildings, new construction, condominium and cooperative conversions. Statewide underwrites its title policies through Chicago Title Insurance Company and Stewart Title Insurance Company.

In Westchester and NYC, Statewide has handled large and more complex commercial deals for prominent developers. Some deals include: The Westchester Mall, Stewart Airport, The Westchester County Medical Center, The Greater NY Automobile Dealers Association, Poughkeepsie Properties,

Gramercy Towers Corp., Grand Concourse Realty Corp., Brooklyn Projects LLC, Heritage Hills in Somers, the Tarrytown Corporate Center and more.

While Statewide has the ability to handle the large commercial deals, in the city as well as suburban markets, Meccia sees to it that his company's staff move quickly and strategically for every client, big or small.

"I have done business with Ken and Statewide for years," said Carlo Zacchia, supervising attorney at the NYC real estate law firm Cassin Cassin and Joseph, who praises the company's "boutique" hands-on approach. "There are no layers of corporate bureaucracy to have to get through," added Zacchia, who says his clients' needs are always met on time and in the most professional manner. "That is a big plus."

This past summer, the third generation of Meccias --- Kenneth's 19-year-old daughter Kailey and Alan's 21-year-old son James --- worked as "apprentices" at the White Plains office started by their grandfather James, Statewide's board chairman, who still comes to the office regularly to supervise. "I am so proud of both Kenny and Alan who have worked hard to take our company to that next level," said James, the patriarch of the Meccia family that today includes six children, 18 grandchildren and five great grandchildren.

"We all are so proud of our dad, and what he's managed to accomplish," said Meccia. "We count our blessings each day and I know how much we have to be grateful for." "The family never had a master plan but things have worked out pretty good for all of us."

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540