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EDWARD G. "TED" BOWES

Title: President/Owner

Company: Excell Concrete Construction LLC

Age: 35

Education: B.S. Business, Salisbury State University; MBA, Loyola College

Family: Wife, Karen; children, Colin, 6, Peyton, 3.

Volunteer activities: Director, Bowes Foundation

Advice for young people in the work force today: "It's all about people; I don't care what business you're in, it's all about people."

What's on your iPod? Maroon 5, AC/DC, 50 Cent

Text, e-mail or cell phone: "Cell phone. I have a BlackBerry, but I like to talk to people."

Last book read: "The World is Flat," by Thomas Friedman

Downtime: "Take care of the house, spend time with my family, play golf."

Remember the parking garage that was imploded next to Mercy Medical Center Oct. 7?

No, Excell Concrete Construction LLC didn't do that, but it did help Mercy build a new one that allowed the

Baltimore hospital to demolish the old one for its future expansion plans.

It's the sort of role that Excell President Edward G. "Ted" Bowes loves — being a part of such projects and being a part of progress.



Bowes

"It's like being a kid your whole life, being able to jump in a giant sandbox," Bowes said. "I don't really look at it as a sacrifice. It's the commitment you make, and I try to keep balance in my life. Maybe the only thing I've sacrificed is some sleep."

Bowes and two partners started Excell in 2005, spending much of that year developing contacts and submitting bids for construction projects. In its first full year, it posted \$1.4 million in revenue, bolstered

by a \$500,000 contract to build a new parking garage for Sinai Hospital. In the next year, it brought in \$3.6 million, including part of the expansion at St. Joseph Medical Center.

Nelson Oster, with HMS Insurance Associates Inc., has been working with Bowes since Excell was just a business plan on a piece of paper. Oster said he has worked with numerous startup construction companies as they're first making their way, and he believes Bowes has struck a balance between dreaming big and not rushing things.

"He's very, very bright, he's very farsighted, he understands the sacrifice that you have to make up front in order to build a company the right way," Oster said. "I'm very excited about working with him and what awaits us."

Excell has about 45 employees, and Bowes said he tries to work with each to

make sure they are successful and that they help make Excell successful. Moving from the job site to the office has been a bit of a tough transition for him, mainly because he is mindful his employees' livelihoods depend on Excell's ability to compete.

"It's a little bit intimidating because I take everybody we take on as a pretty serious responsibility," he said. "We make sure we talk to them and counsel them on a regular basis."

In spite of Excell's early success, Oster said Bowes has remained grounded and focused on the firm's future.

"It's not gone to his head, for a couple of reasons," Oster said. "One, because he's not a boastful person to begin with, and, No. 2, his goals are significantly larger than what he has now."

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