

Continued growth defies economic slump

By **STEVEN SHURTZ**
Staff reporter

Around FutureTech, employees have a well-trodden path lined along the company's name, which leaves out the 'e' in future.

"There's a joke in our office that maybe someday we'll make enough money to buy the 'e,'" said Michael Marks, owner and president.

The company is rapidly moving in that direction, despite a rough economy that has hit hard in the information technology industry.

"In the environment that we have now in IT services, if this company has been growing, it is phenomenal," said Justin Tynan, director of the Delaware Small Business Development Center in Newark. "They have obviously done their homework."

FutureTech has added jobs every year following its founding in 2004 by



**FUTURETECH
CONSULTING**

Marks, a former administrator of operations with the Delaware Attorney General's office, and Jennifer Spica, a computer consultant.

FutureTech, of which Marks is now the sole owner and president, posted a \$200,000 profit on \$8 million in revenues last year, according to the company.

Much of those revenues have come from government contracts. FutureTech has built crime-related databases for state and local police departments, has won a contract with the state for networking systems and has maintained computer systems for New Castle County that range from the library system to the land-use department.

FutureTech also works with private companies to provide similar services, Marks said, and the company will focus on the private sector in the coming year to help it grow. In 2009, the

company hopes to increase its work load to run from 20 today and boost revenues to \$10 million.

Tynan said FutureTech has succeeded despite using a strategy that is the opposite of what many business experts advise.

"The advice has always been that you be in business a couple of years before you try to do business with the government," he said. One of the business-development center's goals is to help small companies win government contracts, he added.

The computer services industry has been particularly rough as smaller, information technology companies in the last few years because many big corporations are signing long-term contracts with big IT companies to provide all of their computing needs. This means an individual department of a large corporation no longer has the freedom to hire a local company like FutureTech to manage its computer systems, Tynan said.

"Obviously, what they have done is found a niche in the marketplace," he said.

■ **Reach Steven Shurtz at 334-0760 or sshurtz@www.bayjournal.com.**

PROFILE



Address: 42 Trinity Square, Wilmington

Web site: www.futuretech.com
Full-time employees in Delaware: 20

Fast-five employees in Delaware: 1
What it does: FutureTech is a full-service information technology consulting firm, including application development, network services and sales of computer products.

Annual sales: \$8 million
What panel members said: "FutureTech has come far in its six years of existence and looks to go even farther in the next few years. In light of clients, the complexity of the IT challenge it has taken on and successfully met and its cost-sensitive approach to problem-solving bode well for the company's future."

