



WESTCHESTER COUNTY BUSINESS JOURNAL

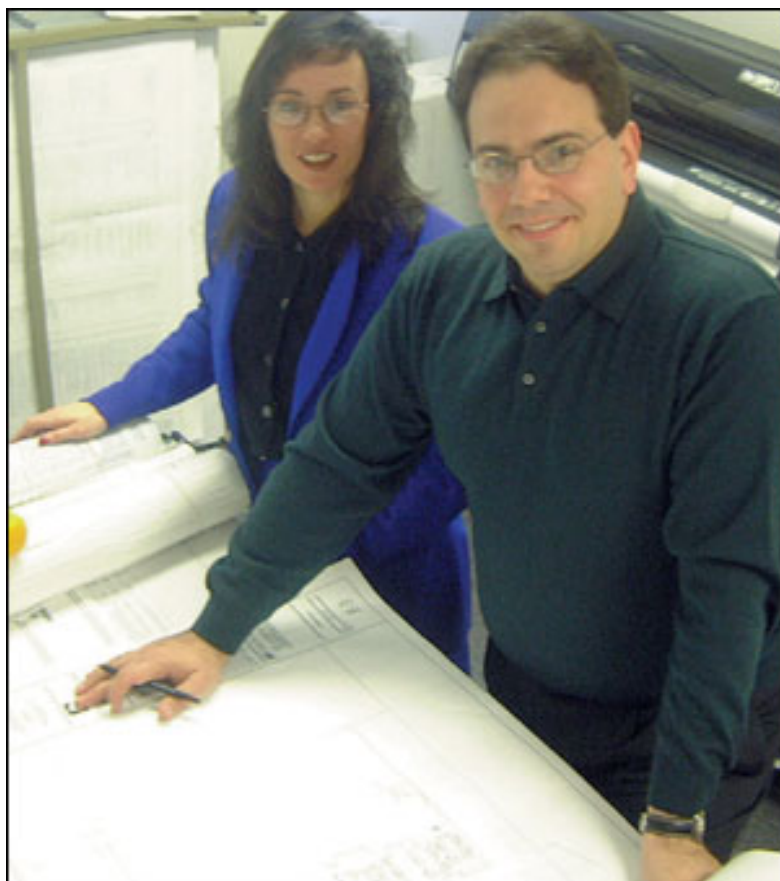
ALL ABOUT BUSINESS IN NEW YORK'S GOLDEN APPLE

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Power play

Electrical engineering company delivers solutions

By [JEANINE PREZIOSO](#)

Juliet and Mike Cavallaro are partners in Current Solutions P.C.

Business Journal photo by [ELIZABETH HLOTYAK](#)

companies.

In 1998, Mark Cavallaro had a new company run by himself, a new house and a fiancé. Now, he has a steadily growing full-service electrical engineering company with 12 full-time employees and a wife, Juliet, who handles the business end.

Current Solutions in Tarrytown began with Cavallaro's idea to take his engineering background and mesh it with what he learned from his family's electrical contracting business.

"I grew up in electrical construction since I was in high school and college," he said. "It led me to want to be an electrical engineer."

Cavallaro is a professional engineer with a bachelor's degree from Villanova University. He has developed a company that is one point of contact for all electrical type needs, with a focus on energy efficiency.

His company is basically threefold in that it evaluates and analyzes electrical systems, provides cost estimates, and designs electrical systems for large and small

Cavallaro also teaches at New York University and conducts training classes for consulting firms and employees in all facets of the electrical engineering industry.

HOLISTIC APPROACH

The Westchester native worked in his father's now defunct business for several years after graduating college, then joined Malcolm Pirnie, a national engineering firm based in White Plains, for 12 years, splitting the time in two by returning to his father's company in between.

"When my dad passed away, I went back into the business," he said. But he missed being an engineer.

Cavallaro's company helps businesses save money. He goes in with a holistic approach of examining an electrical system, figuring out the best applications for the amount of technology and equipment a company may have, and then designs an electrical system for the client.

"We'll go into an existing facility and do a power survey in order to understand something about the system," he said. "Predominantly what we are looking for is power quality and capacity and any hot spots operating inefficiently. We need to be informed to make the right decisions to plan for changes and growth. Our job is to keep businesses operating efficiently and save them money."

HELPFUL AND PATIENT

Cavallaro is as much a counselor as he is an engineer. He tells clients to think of electrical capacity when they are looking at space, especially companies thinking about growing.

And as the energy industry continues to deregulate and electrical costs rise, he is helping clients find programs utilities might offer as incentives to help businesses reduce usage, and then help with the application process.

Current Solutions recently consulted on a project for the Greenburgh Central 7 School District that will provide Internet access for the entire district's 2,000 students.

"They helped us with drawing and design," said Ron Velez, director of technology for the district. "They also served as experts in dealing with Con Edison and vendors who bid on the project."

The town took out bonds to fund the \$1.4 million project that will be completed by the end of September.

Velez said the company was extremely helpful and patient with the bureaucratic process. Approval from the state Education Department took eight months.

"They were just so helpful in getting us organized and explaining the electrical side of the district," said Velez of the company.

GOOD PARTNERS

Pat Donnelly, vice president and owner of Belway Electric in Elmsford, said his \$40 million electrical contracting company works on projects with companies as large as UBS Warburg. He said he uses Cavallaro's company to help with cost estimating and "as-built," showing the owner exactly what has been installed that is different from the plans.

"We work with hundreds of electrical engineers and full-service engineering companies," Donnelly said. "I don't know any other that does all of the above."

The privately held company would not disclose finances, but Cavallaro said he is looking for one more engineer to join the company and is always open to more projects.

Juliet, who can finish his thoughts, says, "He's my best friend so it's like working with your best friend."

Cavallaro says he and his wife have grown into their respective areas of the business, and while he is slightly involved in the business end, she is the managing director by title and skill.

"I can't have a better partner than her," he said.

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