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## **Entrepreneur Chosen as Finalist for Small Business Council 2007 Business Person of the Year Award**

**Sean G. Donohoe P.E.**, President and founder of **DDS Companies**, has been recognized as one of six finalists for the Small Business Council Business Person of the Year award. The Small Business Council is an affiliate of Rochester's Chamber of Commerce, the Rochester Business Council (RBA). Nominations were open to business professionals who operate businesses that employ fewer than 500 people in the Rochester area, and set a high standard of accomplishment in both business and the community.

The DDS family of companies includes **DDS Constructors**, **DDS Engineers**, and **Rochester Utility Contractors**. The three companies work together to provide civil engineering site planning and design, site construction, and underground utility construction to a variety of customers that include land developers, home builders, utility companies, and telecommunications companies.

"Traditional construction reflects a separation between the design phase and the construction phase of most projects," says Donohoe. It was this "disconnect" that led to Donohoe's vision of combining the disciplines of design and site construction, in order to provide single source solutions to his customers.

Donohoe developed his three companies to work in conjunction and add value to each other's work. **DDS Engineers**, designs the projects that **DDS Constructors** and **Rochester Utility Contractors** construct. The skills of the two construction companies are integrated into the design process in order to enhance design quality and make for more accurate cost estimation. "Each of our three companies relies upon collaboration regardless of whether they are in the design phase or the construction phase of a project."

The **DDS** family of companies joined each other in April from locations spanning three counties to one "Center of Operations" in Rochester, NY. Since moving, their workforce has increased by more than 25 percent, thus proving Donohoe's strategy that "unifying the team will be a catalyst for future growth".

"It is an honor to be in the company of such accomplished business people in consideration for this award by the SBC", says Donohoe, "and I am truly appreciative of everyone who has supported my endeavors."

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