

Government contractor shooting for \$100 million in business

The expanding company has its headquarters in Beavercreek.

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BEAVERCREEK: Amos Otis hoped for business growth when he founded government contractor SoBran Inc. in 1987, but says he didn't anticipate its expansion to the current 600 employees and operations in nine states.

Revenues reached \$38 million in 2006, up from \$8.6 million in 2000 and \$14.8 million in 2003. Otis, who owns 100 percent of the company, won't disclose profits. But he will talk about his long-term goals for SoBran, which specializes in engineering, logistics and biomedical research support service for the federal government, mostly military organizations.

"We're shooting to be a \$100 million company," Otis, 66, said in an interview Tuesday. "We see that possibility within the next five years."

The company's 20-person corporate headquarters near Interstate 675 is one of its more modest operations.

SoBran's largest concentration of employees is a cluster of about 350 at the National Institutes of Health who support laboratory research work at the Maryland facility near Washington, D.C., Otis said. About 150 SoBran employees provide logistical support at the Navy base in Jacksonville, Fla.

Others furnish engineering and computer engineering services at Hill Air Force Base in Utah or provide security screening for mail arriving at the Pentagon. Otis has sold prior operations, including one last year that served a U.S. Environmental Protection Agency laboratory in Cincinnati that researches ways to reduce water pollution.



Amos Otis is president and CEO of SoBran Inc., a defense and civilian contractor headquartered in
Beavercreek.

Otis said he continues to try to win new contracts to serve Wright-Patterson Air Force Base, where he once worked as an analyst examining weapon systems costs. He learned about the defense procurement business during a 21-year Air Force career that took him to San Francisco, Korea and Washington before he started SoBran.

He said he endured five lean years of handling small consulting jobs before his big break, landing a \$3 million, five-year contract from Wright-Patterson in 1992 to run a publication distribution office.

"That gave me the financial base to start hiring people who had the talent and the experience to go after new business," Otis said. "We went on from there."

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How the company got its name:

Amos Otis, founder and chief executive officer of SoBran Inc., says people sometimes tell him that the company's name reminds them of a breakfast cereal.

He created the name by combining parts of the first names of his children, daughter Soma (Amos spelled backward) and son Brandon.