

## Meet Terry Vettas, President at EHE Services

**Jim Ries:** Hello, and welcome to Java with Jim. I'm Jim Ries, director of business development at Offit Kurman. Joined here today with Terry Vettas, president at EHE Services.

Terry, how are you today?

**Terry Vettas:** I'm excellent, Jim. Thanks for having me today.

**Jim Ries:** Yeah, thanks for joining us. So Terry, tell us about EHE Services, your role there, and from your perspective, what makes the company unique?

**Terry Vettas:** Yeah. So, Elite Home Entertainment started, EHE Services, started about 18 years ago. I'm the owner of it sole owner.

What makes us unique is that not only do we care about the customer it's more so that we take the person and we figure out what their problems are, and we help them paint a picture, and then we create a solution for them. So we're not just selling you products, we're creating relationships.

So, we do everything from audio, video distribution, to flat pa- just, basic TV flat TV hang to full scale [00:01:00] access control security intrusion, security cameras. We do both residential and commercial. So recently we were just talking before off air, we just finished a couple restaurants in Havre De Grace area.

Both those areas we did a video matrix system, audio distribution, and cameras and networking. So pretty much if you can think of everything low voltage, we handle. So that's the general bird's eye view of everything. So it's a awesome business to be in because we get to see some houses that are huge and, 25,000 square foot to, your simple town home.

I tell my customers and technicians, it doesn't matter if the customer spends 500 or 5 million, we treat everybody the same.

**Jim Ries:** Well, you just gave a great little education in your first line that everybody should remember. And that is, it's not about the features and benefits, it's about the problems you solve for your clients.

**Terry Vettas:** Yep.

**Jim Ries:** That's what people wanna know. Good for you.

**Terry Vettas:** Yep.

**Jim Ries:** All right. So Terry, when you think about EHE [00:02:00] Services, what are you most proud of and why?

**Terry Vettas:** Oh, yeah, that's a good question. Honestly, where we come from. Being 18 years in business, I started this business out of a Civic hatchback, so going from that to having 12 vehicles, I think we're at now multiple employees and the growth that we've seen over the years.

There's a lot to be happy about but it's more so the growth and what we do in the community, and what we give back and my staff. So there's a lot.

**Jim Ries:** Got it. What are you most excited about as you look into the next six months?

**Terry Vettas:** Honestly, it's the commercial side of the business.

It seems year-over-year we've been growing that sector. And we're doing a lot more commercial than residential, but I would say that's probably... i'm excited to, to hit that a lot more because it's just... I, I would say it's more open-ended, right? A lot of residential stuff can be very personal and to the [00:03:00] heart.

Commercial side is more, they just want, they want it to work well and it's streamlined. So I like that side of the business.

**Jim Ries:** That's a very nice way of saying it's more challenging working with- ... residential clients than commercial-

**Terry Vettas:** Yeah

**Jim Ries:** ... clients. I knew where you were going Um, Yes, sir.

I for sure understand that. So Terry, tell us something about you personally that might surprise the people watching this video.

**Terry Vettas:** I'm a chef at home. I enjoy... I'm a foodie, so my, my wife and I although we do a lot of restaurants and stuff like that, we love cooking at home. So she's more the baker, and I'm more the meats and, and uh, creative side of things, dinner side.

So yeah, that would probably be the most unique thing. I don't think a lot of people would know that about me.

**Jim Ries:** Yeah. Who knew? So I gotta ask you- ... do you make your own pasta?

**Terry Vettas:** I do. We have the KitchenAid pasta maker, so we do that. We make our own breads. We're big in that we have a garden at home we do all the vegetables and fruits during the [00:04:00] summertime.

So yeah.

**Jim Ries:** Amazing. Much of it. Well, Terry, thanks for spending time with us. I know our viewers are gonna be very happy to listen to this conversation, and appreciate you sharing so much about you and EHE Services.

**Terry Vettas:** Well, thank you for having me, Jim. I appreciate you.

**Jim Ries:** You betcha. See ya.

**Terry Vettas:** Thanks.