

City Wide Readies for New HQ, Aims for Big Revenue Increase in 2020

By Leslie Collins | January 7, 2020



Jeff Oddo, president of Lenexa-based City Wide Maintenance, which has franchises across the nation.

City Wide Maintenance recorded its best year yet in 2019, but it expects this year to be even better. Its systemwide revenue eclipsed \$300 million in 2019, a roughly \$50 million boost from the previous year. For 2020, it's also aiming for a sizable revenue increase.

"In order to achieve our 10-year goal, we have to average \$100 million a year (in growth) for the next six years, and we really believe that we're going to do it," City Wide President [Jeff Oddo](#) told the *Kansas City Business Journal*.

The Lenexa-based company, which manages maintenance services for commercial facilities, also is readying for a new headquarters. City Wide employs 450 people locally and currently shares a 45,000-square-foot headquarters with two sister companies: Oddo Development and BASYS Processing. The three companies also will share the new 90,000-square-foot headquarters at 15320 W. 105th Terrace in Lenexa.

The companies broke ground on the new Lenexa facility last summer and plan to move in by mid-2020. Oddo Development is the general contractor for the project. Lenexa-based Klover Architects also is involved in the project.

The move is spurred by growth, but it's also an opportunity to be more competitive in attracting and retaining talent, he said. The new headquarters, for example, will feature a gymnasium with a regular trainer and a cafeteria.

"It's just another step in the right direction to be able to show our employees how much we care about them," Oddo said.

Investing for the future

Last year marked a "major investment year" for City Wide, he said. The company created two new roles: [divisional vice president of national business](#) and vice president of sales and marketing, which focuses on recruiting and training sales employees. Both roles fit with City Wide's 10-year growth strategy, he said.

"It's an investment in the future," Oddo added.

City Wide also [expanded outside the U.S. with a franchisee agreement in Ontario, Canada](#). Oddo expects the expansion will build brand awareness and help City Wide win international accounts. The company currently operates in more than 60 locations across the U.S. and Canada.

Driving success

Oddo credited several factors for City Wide's success, including building a team that shares the company's values and vision. Everyone that joins the team is given a "ripple pin," which serves as a reminder to "spread the ripple" by focusing on how to make someone's life better and to treat individuals with love and respect, he said. As part of the company's mission, employees also help fellow employees, customers, vendors and franchisees solve problems and save time. Every month, City Wide recognizes employees who embrace the company's values.

"We're focusing on trying to positively impact our people," he said, "and if we do that, then I suspect we will just get better and better and better at managing all of the services that are provided to our clients."