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2024 Year in Review: Bob Costa, B.C. Tent & Awning Co., Inc.

December 27, 2024 - Spotlights



Bob Costa
President

What noteworthy transactions or deals from this year best exemplified key market trends or shifts?

The trend of outside dining continues, for some restaurants even in cold-weather months. This has provided an opportunity for us to demonstrate what tents are capable of. We can provide climate-controlled tents, which allows restaurants not only more dining capacity but also a certain curiosity factor. This trend definitely has applications in other industries as well.

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2024?

In 2024 we were fortunate to work with the MBTA. This unique project required us to supply and set up a tent at Boston City Hall and over the MBTA's new mockup train concept. The mock train was a full-size train, measuring 10 ft. wide, 12 ft. high and 62 ft. long. The tent was installed with increased attention to safety and provided an opportunity to showcase the versatility of tent utilization as part of a grand display or unveiling, adding to the excitement of the event.

What emerging trends will drive investment and development in 2025?

Our 2025 needs are driven by our customer needs and trends we saw in 2024. In our industry the trends are for more versatile structures. With our location in the Boston area, we need to continue to show how tents can be installed 12 months out of year and not just in the fair-weather months. Additionally, implementing more technology in our industry – like RFID for inventory control, and GPS tracking for improved flow of goods – will help improve our efficiencies.