



## SUCCESS STORIES

As seen in  
**Baltimore**  
MAGAZINE  
JULY 2009 ISSUE



### **Pinnacle Energy, Inc.**

#### **Carlo Mauricio Pinto**

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**F**or more than a decade, Pinnacle Energy has been remodeling with energy efficiency in mind. Since its founding in 1998, the Elkridge-based company has grown to operate in four states, from its offices in Maryland and Delaware.

"Pinnacle is a company with a plan," says President and CEO Carlo Mauricio Pinto. Homeowners who improve their homes with technologically advanced products, he says, "are making a safe investment with one of the highest returns possible."

The company installs energy-conserving windows, doors and siding, as well as roofing and gutter systems. But the philosophy goes beyond products. "Our sales division is committed to education," says Pinto. "We help our customers choose products that will be aesthetically pleasing as well as meeting their goals for energy efficiency."

Pinnacle has been consistently ranked one of the Top 100 specialty remodelers in the nation according to *Replacement Contractor* magazine, and was named one of the fastest growing Hispanic-owned companies in the nation by *Hispanic Business* magazine.

In spite of the economic downturn, Pinnacle continues to grow. Along with its unique positioning as a company that has long been ahead of its time, its team of dedicated players is also key to its success. In the coming year, the company will open a third location, and expand its sales region. This may be due to Pinto's business philosophy. "Too often, success is associated with material possessions," he says. "For me, it means working hard to balance my work and family life, knowing your priorities and helping the less fortunate."