REMOLDING RESURGENCE

While new construction is slow to rebound, renovation/expansion projects are picking up in a big way, builders say.

INSIDE:

► ONE ON ONE... with Anthony Viscomi of Viscomi Construction

► 5 minutes with Flagler County developer Mark Langello

THE LIST: Area’s Largest Homebuilders
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Getting busy:

Business is picking up for area builders — but not necessarily with new construction jobs

The numbers may not lie, but they don't always tell the whole story.

Just ask local builders, many of whom say business has been picking up in recent months even though that improvement has yet to be reflected in the number of building permits issued for new homes and new commercial construction projects.

That's because much of the new job orders are coming from owners of existing homes and commercial buildings that are looking to remodel and/or expand.

Alison Stettner, director of development services for Orange City, said while her city issued just three building permits for new commercial construction projects and two permits for new homes in the first quarter, it issued a total of 458 permits during that period, when including permits for “alterations” of existing properties, compared with 372 total permits issued in the first three months of 2011.

And while some of those “alterations” may have been for small projects such as erecting new fences, a number of those projects were fairly major, Stettner said. The total estimated value of the projects in Orange City receiving the green light in the first quarter of this year was $1.58 million — nearly four times the $3.3 million total estimated value for projects receiving permits in the first quarter of last year.

Anthony Viscomi of Viscomi Construction in Ormond Beach told reporter Bob Koslow in a “One on One” interview that appears on Page 10 of this issue that renovation and remodel jobs now account for 75 percent of his company's business.

Viscomi, who is the 2012 president of the Volusia Building Industry Association, said a number of the association's member builders are also reporting an upswing in business as of late, including an uptick in contracts for new homes from the VBIA's recent Parade of Homes event, which began March 17 and ran through April 1.

The Volusia County School Board's recent agreement to put a two-year moratorium on requiring builders to pay school impact fees for new construction also is expected to boost sales for new homes, Viscomi said.

Viscomi and brother Paul, the other co-owner of Viscomi Construction, are just two of several area builders who expressed similar outlooks for the local construction industry in this issue’s cover story by reporters Bob Koslow and Tom Knox, which starts on Page 14.

In Flagler County, developer Mark Langello of M&M Development in Bunnell, is the subject of a “5 Minutes With” interview piece by reporter Aaron London on Page 12.

This issue's focus on construction and development is rounded out on Page 20 by a list of the area's largest homebuilders, compiled by business desk clerk Peggy Ellis.

“The Buzz” section that begins on Page 6 recaps some of the big local business news events of the past month, including the return to work of Brown & Brown CEO J. Powell Brown after a medical leave of absence that began in late January, and the election of Sean Belgrade, vice president of marketing at Daytona International Speedway, as the new chairman for the Halifax Area Advertising Authority.

The “Tale of the Tape” on Page 7 offers a look at some of the latest indicators for the local economy, while the “Business Seen” section that begins on Page 8 presents photos from several recent business events in Volusia and Flagler counties, including the ribbon-cutting for the new Panera Bread Bakery Café in Palm Coast; and luncheons for both the DeLand Area Chamber of Commerce and Daytona Regional Chamber of Commerce.

Lois Stuart, purchasing manager for Port Orange manufacturer Thompson Pump, offers tips on making smart purchasing decisions that can boost a company's bottom line in this issue's “How I Do It!” feature on Page 13.

A calendar of upcoming local business events can be found on Page 21. Our “Moving Up” feature of recent new hires and staff promotions at area companies appears on Page 22.

The cover for this issue, as well as the layout of the editorial content on the inside pages, was done by our graphic designer John Klipfel.

As always, we welcome comments, suggestions, and, of course, news tips from our readers. Feel free to contact me directly via email or by telephone. I look forward to hearing from you.

Clayton Park can be reached at clayton.park@news-jrnl.com or at 386-681-2470
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Press releases, calendar items and letters to the editor should be emailed to clayton.park@news-jrnl.com. People on the Move announcements should be limited to 50 words and accompanied by a photograph (headshot only; 300 dpi preferred). Calendar items should be submitted 30 days in advance of the event.
Ad Authority board elects new chairman

A fresh start is in the offing for Volusia County’s largest tourism marketing board. And the No. 1 item on their agenda recently was a changing of the guard.

At a meeting of the Halifax Area Advertising Authority on April 18, the board elected Daytona International Speedway Vice President of Marketing Sean Belgrade as chairman with a unanimous vote along with a new slate of officers.

The change in leadership comes a two weeks after two controversial board appointments and a week before the ad authority-supervised Daytona Beach Area Convention and Visitors Bureau welcomes its new CEO.

The outgoing chairman, local attorney Ted Doran, was not nominated for consideration, and did not speak up to express interest in serving.

“This is one of the fastest years of my life, that’s for sure,” Doran said. “I know that we all have had varying opinions about some of the issues that we’ve confronted but we’ve gotten through it over the course of the year.”

Brown & Brown CEO returns from medical leave

J. Powell Brown, the Brown & Brown president and CEO who took a temporary leave of absence from the company in late January because of unspecified health reasons, returned to work April 18.

His father, J. Hyatt Brown, 74, the company’s former longtime CEO and current chairman, filled in for Powell on an interim basis.

Hyatt Brown said he expected the company’s board of directors to reinstate his son as CEO during the annual shareholders meeting April 25 at The Shores Resort & Spa in Daytona Beach Shores.

Powell Brown, 44, became president of the company in January 2007 and assumed the additional responsibilities of CEO from his father in July 2009.

The elder Brown announced his son’s return during a conference call with analysts discussing the Daytona Beach-based national insurance agency’s first-quarter earnings.

Brown & Brown’s 2012 first quarter net profit increased 6.3 percent to $49.4 million, or 34 cents per share, up from $46.3 million, or 32 cents per share, during the same quarter a year ago.

Those numbers exceeded analysts’ forecasts of to generate a first quarter net profit of 33 cents per share, according to business wire service RTTNews.

First quarter revenues for the company increased 15.4 percent to nearly $302.5 million, up from $262.2 million for the same period a year ago.

Excluding acquisitions, Brown & Brown’s revenues grew 0.9 percent. That’s the first time the company has had positive organic growth in five years.

— Bob Koolew

Brown & Brown CEO returns from medical leave

J. Powell Brown

Brown & Brown CEO returns from medical leave

Buses, cars and grocery stores

April was a challenging month for Publix Super Markets Inc., which had to temporarily close two of its locations in the Volusia-Flagler area after an airplane crashed into the roof of its store in north DeLand on April 2 and, in a separate incident, a car crashed into the entrance of one of its stores in Palm Coast on April 14.

The company was able to reopen its store at 4950 Belle Terre Parkway in Palm Coast on April 15 and has reopened its pharmacy at Northgate Shopping Center in DeLand in a temporary new location within the center. It said it expects to reopen its grocery store at Northgate Shopping Center this summer.

The company also immediately found jobs for displaced workers at its grocery store at Northgate Shopping Center at other nearby Publix stores so that they can remain employed while the Northgate store is repaired.

The company’s quick response to both crises, and the cool-under-fire professionalism of its employees have drawn praise from local city officials and business leaders in both cities.

— Clayton Park
TALE OF THE TAPE
Local economic data at a glance

HOME SALES: Number of existing homes sold:

<table>
<thead>
<tr>
<th>Location</th>
<th>March 2012</th>
<th>March 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Daytona Beach*</td>
<td>337</td>
<td>293</td>
</tr>
<tr>
<td>West Volusia**</td>
<td>264</td>
<td>335</td>
</tr>
<tr>
<td>Southeast Volusia</td>
<td>92</td>
<td>74</td>
</tr>
<tr>
<td>Flagler County</td>
<td>205</td>
<td>155</td>
</tr>
</tbody>
</table>

* includes entire Halifax area ** includes condo sales

FORECLOSURES
Ratio of homes in some stage of foreclosure:

Volusia County
1 in every 722 March 2012
1 in every 463 March 2011

(Note: Flagler County March numbers not yet available)

UNEMPLOYMENT RATE
Volusia County
March 2011 10.8%
March 2012 9.1%

Flagler County
March 2011 14.0%
March 2012 12.2%

Airport Passenger Traffic
Number of passengers arriving and/or departing via Daytona Beach International Airport:

March 2012...60,406
March 2011...61,285

SOURCE: Daytona Beach Area Association of Realtors, New Smyrna Beach Board of Realtors, West Volusia Association of Realtors, Flagler County Association of Realtors

Source: RealtyTrac

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March 2012...60,406
March 2011...61,285

SOURCE: Volusia County
Panera ribbon-cutting in Palm Coast

The Flagler County Chamber of Commerce & Affiliates on April 10 held a ribbon-cutting for the new Panera Bread Bakery Café at 3880 State Road 100 in Palm Coast. The store opened to the public the next day. It is the St. Louis-based chain’s first location in Flagler County. Officials with Covelli Enterprises, franchise operator of the new Palm Coast Panera, announced plans to soon add a second Panera in Flagler County, possibly along Palm Coast Parkway in Palm Coast. The new store on State Road 100 employs 83 full- and part-time workers.

Retired Consolidated CEO honored

The Daytona Beach Regional Chamber of Commerce, Volusia County Association for Responsible Development (VCARD) and the MG on the Halifax condo complex in Holly Hill held a reception March 29 at the MG on the Halifax clubhouse for Bill McMunn, who recently retired after 10 years as CEO of Daytona Beach-based Consolidated-Tomoka Land Co. About 120 friends and former business colleagues attended the event.

Team Volusia executive committee meets

Team Volusia Economic Development Corp.’s executive committee met April 20 at Florida Hospital Memorial Medical Center in Daytona Beach to discuss the goals of the organization and its direction for the future. With about 25 in attendance, executive committee members included Florida Hospital Volusia/Flagler CEO Daryl Tol (the 2012 board chairman for Team Volusia), Center for Business Excellence President Rick Fraser, Volusia County Manager Jim Dinneen, City of Deltona Vice Mayor Paul Treusch, local attorney Ted Doran (Team Volusia’s immediate past-chairman), Daytona Regional Chamber of Commerce CEO Larry McKinney, Ormond Beach City Manager Joyce Shanahan, DeLand City Manager Michael Pleus, New Smyrna Beach City Manager Pam Brangaccio, Daytona Beach City Manager Jim Chisholm, NASCAR Vice President Marcus Jadotte, Consolidated-Tomoka Senior Vice President Bruce Teeters and Volusia County Schools Superintendent Margaret Smith.

DeLand Area Chamber “State of City” luncheon

The DeLand Area Chamber of Commerce’s March 21 luncheon meeting at the Clarion Hotel in DeLand featured a “State of the City” address by DeLand Mayor Bob Appgar.

Send us your photos

The Business Report welcomes submissions of photos from recent business events in the Volusia-Flagler area. Email submissions to news@vfbr.com (300 dpi preferred; limit one photo per email). Photos should include a brief description of the event, when and where it was held, the names of those visible in the picture, including their company affiliation and title, and the name of the photographer. Please include your daytime phone number in case we need to contact you for further questions.
Community shows support for Mainstreet Grill

Several members of the DeLand community, including city officials and members of the DeLand Area Chamber of Commerce and Main Street DeLand Association, met for lunch at Mainstreet Grill in downtown DeLand on April 2 to show their sympathy and support for the restaurant’s owners and staff, following the tragic loss of the restaurant’s general manager Tom Walsh, who was found shot dead at the restaurant the previous Saturday night.

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Photos: Lisa Yetters/DeLand Area Chamber

Pictured above, left to right: Mike Grebosz, DeLand assistant city manager; Mary Beth Harris of Main Street DeLand Association; Keith Riger of the City of DeLand; and Rob Slezak of the City of DeLand.

Pictured, left to right: Bob Turk, DeLand economic development director; Nick Conte, DeLand Area Chamber executive director; Susan Macon of Main Street DeLand Association; Sarah Peterson, president of Main Street DeLand Association; Julie Hennessy of the City of DeLand; Jack Becker, executive director of Main Street DeLand Association; Bob Balzer; Cassandra Poertner of Express Printing; Josh Poertner of the DeLand Area Chamber; and Andy Ferrari of the DeLand Area Chamber.

More: BUSINESS SEEN ON PAGE 18
When Anthony Viscomi and his younger brother Paul started Viscomi Construction Inc. in Ormond Beach in late 2008, they hoped the family name, well known in the local homebuilding industry, could help carry them through what they thought then would be a typical two- or three-year cyclical downturn for the real estate market.

They didn’t count on their father, Vincent Viscomi, a longtime area builder, unexpectedly passing away in September 2009 or the housing market downturn — while showing signs of improvement in recent months — lasting well into this year.

What they did manage to do, however, was spot a void in the local real estate market.

While they still build new custom homes when they have an opportunity, they have shifted their company’s focus to doing residential and commercial building renovation and remodeling projects.

That work now accounts for 75 percent of Viscomi Construction’s business.

In addition to being the co-principal, along with his brother, of Viscomi Construction, Anthony Viscomi is also the 2012 president of the board for the Volusia Building Industry Association.

Q: Why did you and your brother decide to start your construction business as the housing crisis was worsening?
A: Dad was getting out of the business and so Paul and I started it to take advantage of Paul having his general contractor license. When no one could get loans to build new homes, we saw things in the renovation and remodel sector increase so we retooled a bit and then went at it full steam.

Q: Had you done much renovation and remodel work before?
A: We had done a few and always had opportunities for more in the 1980s and 1990s, but we didn’t take them (at the time) . . . It’s almost all we do now and almost 95 percent of the projects are paid for with cash. We are the go-to guys.

Q: What’s the most complicated thing about renovation jobs?
A: Sometimes it is very complicated work. You never know what you might run into when you start tearing into a building. You can do all the research and investigation you can, but there are always surprises. And then often the homeowner needs to live in the home while you work, or a business needs to stay open during construction. We have to account for that in how and when we schedule work.
Q: Why are there so many renovation and remodeling jobs compared to new construction?
A: Through the recession, there is a comfort level that people want to keep their money close. They’ve been in a home 20 years. They like the neighborhood, have friends and/or can’t afford to sell so they decide to invest and upgrade their homes to a new look or to make it more efficient. We’ve taken the roofs off homes and added second floors. Commercially, there are so many existing vacant properties with cheap prices that it’s cheaper to buy something already built and fix it up the way you want than to build new.

Q: How long have you been a member of the Volusia Building Industry Association?

Q: What does the VBIA do for its members?
A: The No. 1 thing is governmental affairs. The victories in governmental affairs, by far, is the most critical. Most recently, it’s been getting the (school) impact fee moratorium (for new construction projects in Volusia County). A school impact fee of $6,066 per house is huge. The builders have had a tremendous amount of sales (for new homes) the first three months of the year and a lot of that is due to the impact fee moratorium, and a successful (Volusia Building Industry Association) Parade of Homes.

We (the VBIA) have builders and we have associates (members who are not builders but are in construction-related industries). The builders are more interested in governmental affairs. The associates simply want to see the builders do well.

If the builders do well, the work trickles down to the associates like the trades, title companies and mortgage brokers.

The second biggest thing we do is the relationship between the builders and associates. It’s members doing business with members. We have the Pinnacle Program that tries to get our builders to use (other) association members for 90 percent of their trade work. We are becoming very successful at that. I think anyone building in this area should belong to their trade organization. If the association is going out there and defending builders, then the association should belong to their trade organization. That’s a dangerous thing. Not only for the person acting like a contractor — they can get in a lot of trouble — but the homeowner (as well). I would like to see that stopped. It’s not being policed.

I would also like to see us work on a negotiated settlement over the impact fee formula going forward after the moratorium (expires at the end of 2013). I am in favor of (school) impact fees when they are warranted. They are not warranted when you have declining school enrollments and when simply the point of impact fees is to pay for the impact you are going to have on a particular area for development. That impact hasn’t been there the past couple of years. You are talking about savings of nearly $14,000 to $15,000 now in the areas of Daytona Beach and DeLand, and because of what the building association has done. And, we are thankful for all the participants.

Bob Koslow can be reached at bob.koslow@news-jrnl.com or at 386-681-2485.

Q: What have been the impacts of changing the organization’s name to Volusia Building Industry Association from its old name, the Volusia Home Builders Association?
A: We changed it because we are not just homebuilders. We’re also renovation (specialists) and remodelers and there are many commercial builders. Volusia Home Builders Association was a little too narrow (as a name) as far as scope goes. We ended up getting more commercial (builders) and renovation (specialists) and remodelers who have joined.

Q: What goals have you set as president for the VBIA this year?
A: I have a number of goals.

My No. 1 personnel goal was to have a successful Parade of Homes and I think we accomplished that. We had 38 entries. We had sales during the parade, which is unprecedented.

No. 2 is to grow the membership. It’s getting better. It took a hit in the rough years of 2008-09, but it’s up 25 percent (so far this year) from a year ago. I would like to get it up 50 percent by the time I leave (the role of VBIA board president) at the end of the year.

What’s increasing membership is new vendors. They are people who have gone out on their own, separated from their previous company and started their own small business (such as) selling shelving, cabinets and flooring. They’ve made it through the tough times. And let’s face it, work has picked up. So, whenever work picks up, naturally you are going to want to join the builders (association).

No. 3, I would like to see some more government affairs initiatives passed. One is, something my brother Paul is big on, is stopping the unlicensed work that is going on out there. To me, that’s an insult and a slap in the face that there are people going around doing work without a license.

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Mark Langello found the warmer climes of Central Florida more to his liking after growing up in the Northeast and attending Syracuse University and the University of Southern California.

As president and cofounder (with builder Mark Main) of M&M Development in Bunnell, Langello has worked in all facets of construction from heavy equipment operation to drywall, roofing, electrical and plumbing work. M&M Development is the developer of the Atlantis Industrial and Business Park in Bunnell.

In addition to his work in the real estate development and construction industries, Langello is an accomplished photographer and artist, having done murals, sculptures and illustrations with corporate clients including Ford Motor Co., Yamaha, Gibson Guitars and others.

**What was your first job?**
**A:** I was always a little entrepreneur. I had a lemonade stand when I was 7 and sold it to people driving to the beach in Connecticut. The first “real” job I ever had was working for my father delivering televisions. That taught me a lot and taught me a lot about business, too.

**Do you have a hobby outside of work?**
**A:** I’ve been doing a lot more painting. I used to be a mural artist and I am getting back to painting, not murals, but oil painting.

**What are your favorite television shows?**
**A:** I love science fiction and I like a new show called “Alcatraz.”

**What is the best part of your job as a developer?**
**A:** I like creating space for people. I like to help them get their business started and see their business grow. I also end up getting involved in helping if I can help them along a path they didn’t see.

**What is most frustrating?**
**A:** The fact that the economy is still sluggish. I have customers that have the desire to expand, but can’t get the financing. Now everybody is very apprehensive both on the lending side and the consumer side. But I have been noticing a change and things are getting better.

**You are at many city of Bunnell meetings and other local government meetings. Why?**
**A:** The No. 1 problem we have with politics in this country is apathy. And it starts off with local government and works its way up. Because of that, I need to be involved. Sometimes I’m there to offer help. When I was younger, like most people, I wanted nothing to do with politics. Anyone showing up to a meeting, just by being there, has an influence.

**Is there anything good about the downturn in the economy for Flagler County?**
**A:** Everything happens for a reason. When the economy was booming, there was not enough people for the work. When that work dried up, it forced them to look outside what was in front of them. It’s a good thing that happened because it was basically a wake-up call to look outside construction (to support the local economy). Creativity is leading to industries bringing in money from outside the area.

**BIO:**
**Name:** Mark Langello  
**Title:** President, M&M Development  
**Age:** 53  
**Education:** Bachelor of Fine Arts from Syracuse University and the University of Southern California. Also earned associate degrees from Daytona State College and Valencia Community College
HOW I DO IT!

PURCHASING FOR PROFIT

By LOIS STUART
Special to the Business Report

To most people, the term “purchasing” is merely the act of buying a good or service. However, in the business world, purchasing has the responsibility of managing inventory, controlling material costs, working within a set budget, finding the highest quality of product at the lowest cost, delivered at the right time.

Purchasing agents must be creative and think out of the box.

Look to your suppliers, both new and old, to develop ways to save your company money.

One popular program is Vendor Managed Inventory. This is a system where a supplier comes into your facility, usually weekly, to restock your shelves based on established inventory levels. Your company is invoiced only for the material used.

Also, many companies are getting together with each other to combine quantities of common types of products, such as hardware or office supplies, to get better volume discounts from their suppliers.

The key to an effective purchasing department is planning and adhering to some proven guidelines.

A good rule of thumb is to obtain quotes from three suppliers. However, the negotiation process should not stop with price. Some suppliers will give extended terms or offer discounts, if you pay within a short time — usually 10 days. Also, if you can commit to a larger quantity with specific quantity and release dates, there is usually a price concession.

Freight charges can add significantly to the cost of your material. Many local companies deliver for free. Be sure to compare prices with any freight charges factored in. Consider using a logistics company. They can save you money by negotiating with freight companies based on large volumes. They will advise which carriers to use, and will monitor the invoices for accuracy.

A well-managed and highly skilled purchasing department will have a significantly positive effect on the profitability of your business.

Lois Stuart is purchasing manager for Thompson Pump & Manufacturing Co. Inc. in Port Orange. She has obtained a lifetime Certified Purchasing Managers certification through the Institute for Supply Management. She can be reached at lstuart@thompsonpump.com or by calling 386-944-4186.

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By BOB KOSLOW and TOM KNOX
BUSINESS WRITERS

The Florida Gun Exchange had outgrown its 3,600-square-foot building in Port Orange about two or three years ago, but the sour economy prevented owner John Kieser from making a move until he could weigh his options, find the right piece of property and foresee better business times ahead.

After a lengthy search, Kieser finally pulled the trigger in October buying a former landscape center building at 1050 N. Nova Road in Holly Hill.

He concluded that it’s cheaper to buy an existing building, fix it up and put on an addition than it would be to build something new. He plans to open the 14,000-square-foot building that will become the new home for his business in late May.

“When all is said and done, I’ll save $500,000 to $700,000 than coming out of the ground from scratch,” he said of his decision to renovate and expand an existing building, as opposed to having an entirely new one built.

“It’s a solid building and the infrastructure is already in place,” Kieser said. “I’ve loved this property a long time, but waited for the price to come down. There are some good deals out there. If you can buy an existing property that is priced reasonable, you can save a lot of money on construction.”

Many local businesses and home owners agree.

While new construction work is slow to rebound, renovation/expansion projects are picking up in a big way, builders say...
Pifer has been in business some 23 years. His recent jobs include renovating and converting a historic 1902-built home in downtown DeLand into an office building for a financial and investment adviser.

He is also using federal stimulus funds to improve the energy-efficiency levels of five commercial buildings in DeLand. He is doing it by adding insulation and installing higher energy-efficiency windows and air conditioning systems.

He’s also building a new city park at the end of Flagler Avenue in New Smyrna Beach and restoring a historic beachside home in Volusia County that was damaged by fire.

Many homebuilders have had to make huge changes in recent years. New-home construction dried up starting in 2008 before showing a slight comeback late this winter.

Charles Renick Custom Homes in Palm Coast used to be almost exclusively a high-end custom homebuilder. Now, 25 percent of its business is residential renovation and remodel work, a shift that started about two years ago.

“We certainly had to broaden our base approach to the industry, marketing and jobs,” said Charles Renick, the company’s owner. “We used to do 28 new homes a year. Now it's six or seven. Recently we've done some total knockdowns and rebuilds of homes on the same property because the owners save money avoiding paying (new construction) impact fees that were already paid on the property.”

Often, when homebuyers find a great deal buying an existing older home, they have some money left over for renovations and upgrades, Renick said.

In other cases, homeowners can’t afford to sell their home for what they think it’s worth, so they invest in renovations and upgrades instead. Several builders and contractors reported having taken the roofs off homes and adding a second floor to accommodate families where children are moving back in with parents or when grandparents are being taken in.

Anthony Nasko, owner of Intext Construction in DeBary, said 75 percent of his work in 2008 was new custom residential construction jobs from St. Augustine to Melbourne and Lake Mary.

As the market for new home construction shrank, he turned to more commercial work — both new construction and renovation projects — which now accounts for half of his business.

“I’m flexible and have a very low overhead so I was not hurt that much in the recession,” he said. “I don’t keep tradesmen on staff and I don’t have all the toys. I rent equipment and hire crews as I need them and pass on the savings to the client.”

Nasko has built a two-story office/retail building in DeBary that houses Vienna’s Restaurant and Cafe, but much of his recent work has been for the medical and healthcare industries that have managed to grow in West Volusia despite the economic downturn.

Intext Construction has built a new women’s health center in DeLand and converted a bank building in Orange City into a medical office for the same doctors. Nasko’s company has also completed interior build-outs in Southwest Volusia for six doctor’s offices located in shopping centers or office parks for Florida Hospital Fish Memorial physicians.

His company is currently building a 10,000-square-foot medical office — Hillcrest Plaza — on State Road 15A in DeLand and plans to add a second building soon.

Other traditional homebuilders have become nearly totally invested in remodeling and renovation projects.

The Viscomi name was once synonymous with custom home building in the area. However, when longtime builder Vincent Viscomi, of Viscomi-Hansard Builders, suddenly died in 2009, his sons, Anthony and Paul, refocused their company, Viscomi Construction, to remodel work.

More than 75 percent of the company’s projects are remodels and renovations.

“We had done a few remodel projects a year, but we saw the frequency increasing...
and so we decided to act on it and move forward,” said Paul Visconi, who holds a general contractor license. “Remodels and renovations are more difficult than building new because sometimes you don’t always know what you’re getting into until you open up a wall. There is a lot of due diligence and engineering involved.”

The Visconi brothers’ pride and joy is the 2011 remodel, renovation and expansion project they did of Dr. Roy Carlisi’s chiropractic office on State Road 100 in Bunnell. They turned the office — a 1960s-built, 1,300-square-foot three-bedroom house — into a 4,300-square-foot chiropractic office. The newly expanded building is also home to Volusia and Flagler Rehabilitation.

“We didn’t even look at finding a new place or building a new office because we like this location and didn’t want to disrupt the practice. If we closed for a couple months or moved, we would lose patients. That meant the work had to be done while we stayed open,” Carlisi said. “There was scaffolding over the entry to create a tunnel for my patients and sometimes two entrances. Some work was done on weekends and at night, but we didn’t have to close down once.”

Taking on more remodel and renovation work has required Visconi Construction to hire more project supervisors, Paul Visconi said.

“One project manager can handle maybe six new home projects at once, but you have to have one guy for each R&R (remodeling and renovation job) because the owners are usually there and questions come up all the time,” he said.

Besides taking on interior renovation and addition projects, Visconi Construction has done hotel facelifts in Ormond Beach and a teardown and rebuild of a riverfront home in Port Orange. The company also has built a handful of new homes.

“One advantage of an expansion and renovation is time. If you find the land to build something new, by the time you get all the government approvals, it could be six months to a year before you can even start building,” Anthony Visconi said.

The company has also built a large home in Miami, a block wall around Patrick Air Force Base in Titusville, and has prospects of some commercial renovation work along Church Street in downtown Orlando.

“It’s also been difficult for large construction firms to find alternative work, owners said.

“We’re really doing the same things that we’ve done prior to the recession, only a smaller amount,” said Dennis Hall who, along with his brother Lance, owns Hall 2005-06 to eight.

Current projects include an addition to a Port Orange church and a new building in Bunnell that is part of the Vince Carter Sanctuary complex, a residential and outpatient substance-abuse treatment center run by Stewart-Marchman-Act Behavioral Healthcare, a Daytona Beach-based nonprofit operator of mental health facilities in several counties including Volusia.

“The problem is we are working for a whole lot less money. Profit margins are down 50 percent. With less work all around, everyone is bidding super cheap to get a job,” Strasser said.

Taking on remodeling, renovation, expansion jobs likely will boost the revenues this year for Strasser’s company to approximately $10 million, an improvement of over $3 million over last year, he said. Strasser Construction is currently involved in new and expanded car dealership projects in DeLand, Sanford, Winter Park, Gainesville and Jacksonville. Smaller projects the company is involved in include pool enclosures and home additions.

Chuck Strasser’s company built the Destination Daytona complex at U.S. 1 and Interstate 95 a few years ago. Strasser Construction also built the Daytona International Auto Mall and has plans to build a new facility there for the relocation of Mercedes-Benz of Daytona Beach.

One source of funds that has helped some area builders survive the recession and construction downturn has been the federal Neighborhood Stabilization Program.

Deltona received $8.2 million to buy and renovate foreclosed homes to resell to qualified buyers.

A.G. Pifer Construction is one of the approved renovation contractors.

“It was a godsend,” Pifer said. “I was fortunate enough to get into the program at the beginning stages. We’ve managed to keep a five-man crew busy in Deltona. Unfortunately, that money is drying up.”

Palm Coast also received $4 million from the program that has helped some local construction companies.

“We bid on all the projects we can afford, schools, cities and private, but not for the county,” said Barbara Revels, owner of Coquina Real Estate and Construction in Flagler Beach. Revels also is a Flagler County Commissioner. “Public construction and stimulus funds have helped keep some people afloat. We had a pretty active commercial enterprise going, but I don’t see that coming back anytime soon in Flagler (County). There’s just too much vacant (buildings) right now.”

Nearly half of Coquina’s work last year was remodel and renovation, but so far this...
year, those kinds of projects account for 100 percent of its jobs — and not by choice, Revels said.

Choices may be returning, at least in the residential market.

According to a recent U.S. Commerce Department report, the number of home building permit applications — a gauge of future home starts — across the nation in March was at a 3 1/2 year high, projecting a seasonally adjusted annual rate of 747,000 houses. However, home starts in March were down 5.8 percent from February to a seasonally adjusted annual rate of 681,000 houses.

New-home builders are still competing with lower-priced existing homes whose values are being driven down by the sale of foreclosed homes and short sales at distressed prices. The median price of a newly built home is 20 percent more than the median sale price of an existing home, according to the Commerce Department.

Remodel, renovation and expansion work could remain the main bread and butter for area builders at least in the near-future.

“I think so,” said Mike Underwood, owner of Ormond Beach-based M.L. Underwood Construction. “I think we’re turning to an equilibrium, but we’re not there yet. Things are improving in the construction industry, at least better than 2008. Construction is significantly tied to the banking industry. So if lenders get their balance sheets in order and can feel comfortable again about the real estate market, prices will start to settle and rebound.”

Bob Koslow can be reached at bob.koslow@news-jrnl.com or at 386-681-2285. Tom Knox can be reached at tom.knox@news-jrnl.com or at 386-681-2728.

Photo: JIM TILLER

Brick layers work on the Bethune-Cookman University Larry R. Handfield Athletic Training Center in late December. Ormond Beach-based M.L. Underwood Construction is the general contractor. Company president Mike Underwood said the project should be finished by the end of June.

Photo: PATRICK APPOLONIA

Daytona Beach-based Hall Construction is building a 7,932-square-feet stand-alone facility at the existing Vince Carter Sanctuary complex in Bunnell.

Photo: SEAN MCNEIL

Chuck Strasser, president of Ormond Beach-based Strasser Construction, is in the beginning stages of building the new home for the Mercedes-Benz of Daytona Beach dealership, which is relocating from Mason Avenue to the Daytona International Auto Mall.
Flagler County Chamber golf tournament

The Flagler County Chamber of Commerce & Affiliates held its annual golf tournament at Grand Haven Golf Club in Palm Coast on March 16.

Palm Coast Chamber block party

The Palm Coast Chamber of Commerce held a block party/business after hours event on March 22 at the businesses near and around Lupi Court in Palm Coast. The host businesses were Arrow Rehabilitation, Intracoastal Bank, Safe Haven Veterinary Hospital and Watson Realty.

Hudson Technologies plant tour

Hudson Technologies, an Ormond Beach manufacturer of metal enclosures, opened the doors to its 115,000-square-foot plant March 23 to members of the Volusia Manufacturers Association to share some of its best management practices that have increased the company’s on-time delivery rate above 95 percent. Eighty people participated in the plant tour.

Daytona Regional Chamber luncheon

The Daytona Regional Chamber of Commerce held a luncheon at Hyde Park Steak House in Daytona Beach on March 28 that featured a keynote address by Frank DiBello, CEO of Space Florida. DiBello told the gathering that his group’s goal is to triple the number of aerospace jobs in Florida over the next decade.
Volusia County economic development director to step down

Phil Ehlinger, Volusia County’s economic development director since 2009, has tendered his resignation effective May 11.

In a letter to his immediate supervisor, Rick Karl, director of the county’s Department of Aviation and Economic Resources, Ehlinger in March wrote: “It is time for me to move on to new challenges.”

Referring to himself and his wife, Carol, Ehlinger added, “Our decision is not due to any problems or issues, in fact, I have enjoyed my tenure with the county and hope that I’ve made a small contribution to its future.”

Ehlinger’s job will probably be taken over by existing staff in the near term, county officials said. His departure will come just three months after Helen Cauthen stepped down as CEO of Team Volusia, a public-private economic development partnership.

Despite both jobs soon being open, county officials and business leaders said they don’t think the departures will hinder local business recruitment efforts.

Ehlinger, who turned 71 on March 29, said he wanted to spend more time with his family, and do private business consulting and/or possibly become active again as a real estate broker — both of which he did prior to joining the county’s economic development staff as a business specialist in October 2002.

He said his decision was not motivated by dissatisfaction with his job or pressure from others. “It’s just there comes a time to move on,” he said.

Ehlinger’s accomplishments as the county’s economic development director included playing a key role in helping Chicago area-based ARK Technologies find a location in Daytona Beach to build a new auto parts plant, helping to persuade Teledyne to move its research-and-development division to Daytona Beach, and helping manufacturer Raydon Corp. find a location in Port Orange to consolidate its operations.

— Clayton Park

Ehlinger

News-Journal/Flagler cuts ribbon for new office in Flagler County

A crowd of friends and neighbors joined the celebration March 29 and 30 as the staff of The News-Journal and Flagler/Palm Coast News-Tribune celebrated the opening of the newspaper’s new Flagler County office in the St. Joe Business Center on Palm Coast Parkway NW in Palm Coast.

The office includes editorial and advertising personnel.

The festivities began March 29 with a reception followed the next day by a ribbon-cutting with the Flagler County Chamber of Commerce & Affiliates.

The newspaper’s Flagler County office can be reached at 386-283-4944.

— Aaron London
## Largest Area Homebuilders

Ranked by number of homes built in 2011

<table>
<thead>
<tr>
<th>Name of Company</th>
<th>Top Local Executive</th>
<th>Address Phone No.</th>
<th>Average values of homes built in 2011</th>
<th>No. of homes built in 2011 (Volusia and Flagler counties only)</th>
</tr>
</thead>
<tbody>
<tr>
<td>ICI Homes (Intervest Construction Inc.)</td>
<td>Kevin Mays, Division President</td>
<td>2379 Beville Road, Daytona Beach, FL 32119 386-788-0820</td>
<td>$275,00</td>
<td>152</td>
</tr>
<tr>
<td>D.R. Horton Inc.</td>
<td>Andy Fremento</td>
<td>9456 Philips Highway, Suite 1, Jacksonville, FL 32256 904-268-2845</td>
<td>$158,600</td>
<td>63</td>
</tr>
<tr>
<td>Seagate Homes LLC</td>
<td>Robert J. Gazzoli</td>
<td>185 Cypress Point Parkway, Suite 7, Palm Coast, FL 32164 386-445-9009</td>
<td>$180,222</td>
<td>53</td>
</tr>
<tr>
<td>Adams Homes of NWFL Inc.</td>
<td>Mark Serre</td>
<td>1124 Beville Rd. Suite G, Daytona Beach, FL 32114 386-254-5081</td>
<td>$164,842</td>
<td>39</td>
</tr>
<tr>
<td>Paytas Homes Inc.</td>
<td>James Patas Jr.</td>
<td>764 Sanders Rd. Port Orange, FL 32127 386-756-0439</td>
<td>$260,000</td>
<td>36</td>
</tr>
<tr>
<td>Vanacore Construction Inc.</td>
<td>Todd Vanacore</td>
<td>1293 N. U.S. 1, Suite 3, Ormond Beach, FL 32174 800-369-1293</td>
<td>$221,000</td>
<td>36</td>
</tr>
<tr>
<td>Taylor Morrison</td>
<td>Maurice Johnson</td>
<td>151 Southhall Lane, Suite 200, Maitland, FL 32751 407-629-0017</td>
<td>$201,200</td>
<td>22</td>
</tr>
<tr>
<td>Kargar Construction</td>
<td>Mike Kargar</td>
<td>555 W. Granada Blvd., Suite C-4, Ormond Beach, FL 32174 386-673-0654</td>
<td>$250,000/ $1 million**</td>
<td>16</td>
</tr>
<tr>
<td>Winston-James Development</td>
<td>Jamie Adley, Winston Schwartz</td>
<td>933 Beville Road, South Daytona, FL 32119 386-760-2555</td>
<td>$265,000</td>
<td>11</td>
</tr>
<tr>
<td>Hickson Construction Co. Inc.</td>
<td>Michael L. Hickson</td>
<td>2683 Old Smyrna Trail, New Smyrna Beach, FL 32168 386-428-7401</td>
<td>$280,000</td>
<td>8</td>
</tr>
<tr>
<td>Visconi Construction Inc.</td>
<td>Anthony &amp; Paul Visconi</td>
<td>1360 N. U.S. 1, Suite 107, Ormond Beach, FL 32174 386-676-0105</td>
<td>$210,000</td>
<td>4</td>
</tr>
<tr>
<td>Luxury Builders Inc.</td>
<td>Anthony DiNizo</td>
<td>1156 Clubhouse Blvd., New Smyrna Beach, FL 32168 386-427-5937</td>
<td>$1 million</td>
<td>2</td>
</tr>
<tr>
<td>Bellagio Custom Homes LLC</td>
<td>Robert J. Gazzoli</td>
<td>185 Cypress Point Parkway, Suite 7, Palm Coast, FL 32164 386-445-1616</td>
<td>$561,839</td>
<td>2</td>
</tr>
</tbody>
</table>

Businesses for this list were surveyed by email and telephone. Only companies that responded to the survey are included. Ranked by the number of homes built in 2011. *Company has two divisions of homes. Figures reflect the average value of “luxury” homes and standard homes.*

**Upcoming lists:**
- MAY 28 Area’s Top Private Companies
- MAY 28 Area’s Colleges and Universities

For more information call: 386-681-2470

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### May

**Tuesday 1**

**VOLUSIA MANUFACTURERS ASSOCIATION** finance accounting workshop, 7:45 a.m.-noon (breakfast meeting only 7:45-9 a.m.), Daytona Beach International Airport. Speaker: Ron Mason, James Moore & Co. CPAs and Consultants. Info: 386-673-0505.

**Wednesday 2**

**PORT ORANGE/SOUTH DAYTONA CHAMBER OF COMMERCE** Crystal Apple Awards luncheon, 11:45 a.m., Riverside Pavilion, 3431 Ridgewood Ave., Port Orange. Info: 386-761-1601.

**Thursday 3**

**FLAGLER COUNTY CHAMBER OF COMMERCE & AFFILIATES** new members mixer, 8 a.m., Sleep Inn-Palm Coast, 10 Kingswood Drive, Palm Coast. Info: 386-437-0106.

**SOUTHEAST VOLUSIA CHAMBER OF COMMERCE** new member reception, 5:30-7 p.m., Hidden Lakes Golf Club, 35 Fairgreen Ave., New Smyrna Beach. Info: 386-428-2449.

**Friday 4**

**PORT ORANGE/SOUTH DAYTONA CHAMBER OF COMMERCE** morning mix and mingle, 8 a.m., Gateway Bank of Florida, 3741 S. Nova Road, Port Orange. Info: 386-761-1601.

**DAYTONA REGIONAL CHAMBER OF COMMERCE** Chick-fil-A Leadercast, 8 a.m.-4:30 p.m., Daytona 500 Club at Daytona International Speedway. Nationwide leadership development event. Info: 386-523-3672.

**VOLUSIA COUNTY ASSOCIATION FOR RESPONSIBLE DEVELOPMENT (VCARD)** annual golf tournament, 1 p.m. shotgun start, Halifax Plantation Golf Club, 3400 Clubhouse Drive, Ormond Beach. In honor of community leaders Tommy Durrance and Gus and Steve Sliger. Info: 386-257-4169.

**Saturday 5**

**DELAND AREA CHAMBER OF COMMERCE** annual business and nonprofit fair, 10 a.m.-2 p.m., Clarion Hotel, 350 E. International Speedway Blvd., DeLand. Info: 386-734-4331.

**Tuesday 8**

**DELAND AREA CHAMBER** coffee with the chamber, 8 a.m., Sandhill Golf Club, 800 E. Euclid Ave., DeLand. Info: 386-734-4331.

<table>
<thead>
<tr>
<th><strong>Wednesday 9</strong></th>
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<tbody>
<tr>
<td><strong>DELAND AREA CHAMBER</strong> “DeLand Means Business” luncheon and panel discussion, 11 a.m., Clarion Hotel, 350 E. International Speedway Blvd., DeLand. Saluting the parachute industry’s contribution to the local economy. Info: 386-734-4331.</td>
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<tr>
<th><strong>Wednesday 16</strong></th>
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<tbody>
<tr>
<td><strong>VOLUSIA MANUFACTURERS ASSOCIATION</strong> plant tour, 9 a.m., Universal Packaging Machinery Corp., 965 Shadick Drive, Orange City. Info: 386-673-0505.</td>
</tr>
<tr>
<td><strong>VOLUSIA MANUFACTURERS ASSOCIATION</strong> workshop, 7:45 a.m., location TBD. Lean and Quality Programming workshop. Info: 386-673-0505.</td>
</tr>
<tr>
<td><strong>SOUTHEAST VOLUSIA CHAMBER</strong> coffee with the chamber president, 7:30 a.m., 310 Julia St., New Smyrna Beach. Hosted by Beachside Butler. Info: 386-428-2449.</td>
</tr>
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</table>

**Friday 18**

**DAYTONA REGIONAL CHAMBER** “Eggs & Issues,” 7:45 a.m., Gene’s Steakhouse, 3674 W. International Speedway Blvd., Daytona Beach. Speaker and topic TBD. Info: 386-523-3672.

**Tuesday 22**

**WEST VOLUSIA REGIONAL CHAMBER** “AM Connection — DeBary,” 8 a.m., Gateway Center for the Arts, 880 N. U.S. 17-92, DeBary. Info: 386-490-4606.

**DELAND AREA CHAMBER** networking lunch, 11:30 a.m.-1 p.m., Mulligan’s Tavern, Victoria Park Golf Club, 300 Spalding Way, DeLand. Info: 386-734-4331.

<table>
<thead>
<tr>
<th><strong>Wednesday 23</strong></th>
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<tbody>
<tr>
<td><strong>WEST VOLUSIA REGIONAL CHAMBER</strong> “Taste of West Volusia,” 5-8 p.m., Gateway Center for the Arts, 880 N. U.S. 17-92, DeBary. Info: 386-490-4606.</td>
</tr>
<tr>
<td><strong>PORT ORANGE/SOUTH DAYTONA CHAMBER</strong> business expo/silent auction, 4 p.m., Riverside Pavilion, 3431 Ridgewood Ave., Port Orange. Open to the public. Info: 386-761-1601.</td>
</tr>
</tbody>
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**Send us your events!**

Email notices of upcoming business events for possible inclusion in the Calendar at least 30 days in advance of the event to clayton.park/news-jrnl.com. Events must be held either in Volusia or Flagler counties and must be of a business nature.
Notable hires, promotions and achievements in Volusia and Flagler counties

Eric Ostarly has joined Florida Hospital Fish Memorial, Orange City, as chief financial officer. He has worked for the Florida Hospital system in various financial roles for 11 years. Most recently, he served as director of finance for the Florida Region of Adventist Health System, which includes 15 hospitals. He also worked for the Healthcare Corporation of America. He earned a bachelor’s degree in finance from the University of Florida and a bachelor’s degree in accounting from the University of Central Florida.

Mark E. Patten has been named senior vice president and chief financial officer for Consolidated-Tomoka Land Co., Daytona Beach. He most recently was executive vice president and chief financial officer of SolarBlue LLC, a developer of alternative energy solutions located in Orlando. Prior to that, he worked in an financial capacity for several other companies, including Legacy Healthcare Properties Trust Inc. and Simply Self Storage. He earned a bachelor’s degree in accounting from the University of Florida.

Joe Brash has been named president of Kingspan Insulated Panels North America, which is based in Deland. He has been with Kingspan for several years, most recently as managing director of the company’s Central and Eastern European business. In Europe, he oversaw the Kingspan manufacturing plant, as well as 35 sales offices in Poland, Hungary, Slovakia and Czech Republic. In his new position, Brash will target the commercial and industrial construction markets. The company is a global manufacturer of insulated metal panels for building construction.

Jeffrey P. Brock, a partner in the law firm of Smith, Hood, Loucks, Stout, Bigman & Brock, Daytona Beach, has been certified by the Supreme Court of Florida as a circuit court mediator. A board-certified real estate attorney, his mediation practice will focus on business and commercial, real property, probate and foreclosure disputes.

Gerald Scott has joined the sales staff of Adams, Cameron & Co., Realtors, and will work in the office on South Atlantic Avenue, Ormond Beach. He formerly managed a family-owned business in Kentucky and worked as a real estate associate in Kentucky and Tennessee. Carlos Medina and Robert Morgan have joined the company’s office on Dunlawton Avenue, Port Orange. Both are members of the Daytona Beach area, Florida and national associations of Realtors. Sue Clifton has joined the firm’s office on South Woodland Boulevard, Deland. She previously was editor of Skydiving Magazine and is a competitive runner and triathlete. She is also a former national skydiving champion.

Cory Domayer has been named associate vice president of finance for Florida Hospital Memorial Medical Center, Daytona Beach. He most recently served as associate vice president of finance for Florida Hospital DeLand. He earned a bachelor’s degree in business administration and master’s degree in accounting from the University of Central Florida.

Maria De Sevilla has joined Florida Property Experts, Daytona Beach, as a Realtor. She recently earned certification as a resort and second home property specialist by the National Association of Realtors, as well as certification as a 203K specialist by completing training in the Federal Housing Administration’s Home Purchase and Renovation Loan program.

Bobby Martin and Danita Guindi have joined Mercedes-Benz of Daytona Beach. Martin, former president of Martin Motorcars, has been named pre-owned manager. He has worked in the automobile business in Volusia County for more than 30 years. Guindi is the customer experience manager and will be the liaison for customer relations. She has resided in Daytona Beach for more than 30 years.

Dr. Mohammed Asif has been named medical director of Oakwood Garden, a skilled nursing facility in Deland. He is board-certified in family medicine and has completed a fellowship in geriatric medicine. He is also in practice with Central Florida Medical Associates, Orange City.

Eugene Provan has joined Florida Hospital Memorial, Orange City, as director of pharmacy. He previously worked as assistant chief of pharmacy at the Veterans Affairs North Texas Health Care System in Dallas. A Navy veteran, he earned his bachelor’s degree in pharmacy from the University of Florida.

Dr. Carol Gaines has joined the medical staff of Florida Hospital Memorial Medical Center, Daytona Beach. She previously worked with the Ohio University College of Osteopathic Medicine in Athens, Ohio, and more recently, with Winan Army Community Hospital, Ft. Stewart.

Dr. Ryan Smith has joined Flagler Dental Associates, Palm Coast. He earned a master’s degree in biomedical science at Nova Southeastern University and graduated from the university’s College of Dental Medicine. He is a member of the American and Florida dental associations, the Academy of General Dentistry and American Society of Forensic Odontology.

Ana DeAlmeida, a Realtor with Exit Realty First Choice, Palm Coast, has been recognized by Exit Realty Florida as a top producing associate for the state of Florida for the month of February. She ranked fifth statewide for the company in representing the buyer’s side in real estate transactions.

Sheila K. Benn is the new executive director of the Windsor of Palm Coast, an assisted living community. She is a licensed practical nurse and has 11 years of geriatric experience.

Peter Siciliano, owner of Genesis Corp., Ormond Beach, has been named County Entrepreneur of the Year by Volusia/Flagler County SCORE (Service Corps of Retired Executives). The award is given to local companies that have worked with SCORE and have successfully grown their businesses. Siciliano has collaborated with Shirley James, a local entrepreneur and president of LocaSmarts, to distribute a line of items for girls between the ages of 7 and 14.

Colleen Hess and Tom Sorensen have joined Real Living Palm West Realty, Palm Coast, as real estate associates. Hess previously worked with Albert Esposito and Associates, and Sorensen previously worked in the real estate business in Jacksonville. They will work in the company’s office on North Oceanshore Boulevard, in the Hammock.

Chris Butera, an associate with NAI Realvest, Maitland, was recently named the top land broker in Central Florida by the Central Florida Chapter of the National Association of Industrial and Office Properties. The organization represents commercial real estate developers, owners and investors of office, industrial, retail and mixed-use properties. Butera, an Ormond Beach resident, covers Volusia and Flagler counties for NAI Realvest.

Nick Patel and Issa Muhtadi are new team members with Sleep Inn, Palm Coast. Patel is the new front desk manager, while Muhtadi has been named the inn’s shift leader.

Caitlan Walker and Tommy Keller have been promoted to associate accountant with James Moore & Co., PL, Daytona Beach. Walker, who earned bachelor’s and master’s degrees from Stetson University, joined the CPA firm in 2010. Keller joined the firm in 2011 after working in the motorsports and entertainment industries. Justyna Mueller recently joined the firm as a staff accountant. She also earned her bachelor’s and master’s degrees from Stetson University.
Regardless of the type of employment ad you are running, the New-Journal Classifieds should be your starting point.

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