

In The News: Vision Builders Company Adds New Management Staff to Accommodate Ever-Expanding Roster of New Projects

More than a half-dozen new hires will oversee jobs for growing general contracting firm that completes ambitious projects “against all odds”

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FRAMINGHAM, MA... Anthony Gagliardi, President of the Framingham-based general contracting firm Vision Builders Co., recently announced his company's expansion, including the appointment of seven new employees to its management staff. Vision Builders Co. specializes in building for new and existing companies, including restaurants, retail stores, and office buildings.

Gagliardi says he needed to expand staff to handle a multitude of new projects obtained by Vision Builders. “We have been fortunate enough to have secured several major projects, and as a result, our business will experience a good deal of growth this year,” he adds. Vision Builders' annual revenue should hit about \$6 million, triple what the company grossed in 2006. The company is projecting revenues in 2008 to double once again. “We've been working towards this for some time,” says Gagliardi. “It's great to see those efforts paying off now on so many levels. We're all anxious to get down to business.”

The new hires include a new Executive Vice President, five new Project Superintendents, and two Project Managers, with additional staff brought on as projects warrant.

With Vision Builders, Gagliardi has built on his own foundation: a company that handles projects big and small, taking each one as seriously as the next. The new additions to his team will undoubtedly adopt the Vision Builder's philosophy: get the work done on time, on budget, every time – against all odds. Gagliardi is known for planning projects down to the last detail, weeks ahead of time, and managing several sets of subcontractors, many of whom work in rotation on back-to-back shifts in order to meet client deadlines. Company management is also accessible at all times, so that minor hold-ups don't trigger major delays.

Gagliardi first made a name for his company back in 2005, when he and his team completed a very abbreviated renovation for Bob's Southern Bistro, a well-established South End restaurant and catering business. The project, which included some remodeling and expanded seating, had to be completed in just two

weeks. What followed were dozens of similar projects for other restaurateurs and retailers, including big-name chains Work 'N Gear and Mattress Discounters. Vision Builders renovated and built-out more than a dozen locations of the latter in multiple locations in states up and down the East coast. The company also completed nearly two dozen projects in various locations for the work-wear apparel powerhouse in a two-and-a-half month period. Nearly all the jobs had ambitious deadlines, with looming opening dates that were weeks and sometimes days away. Vision Builders came through with quality assurance down to the last detail; every location was completed on or ahead of deadline, both meeting and exceeding clients' expectations.

Gagliardi's forward-thinking approach to business may be new, but his training is really “old-school.” His Italian-born father was a mason who taught his young son the trade during his summer breaks from school. Gagliardi eventually ran the family construction firm for a decade, starting in 1995. While he enjoyed the company's general contracting work for schools, and other public works projects, he found his niche in the private sector, where he could concentrate on building relationships.

It's those relationships, and well-honed skills, that have propelled Gagliardi and his company to the next echelon, where the possibilities for growth seem to have no bounds. Just this year, Gagliardi has constructed an office building, a retail building, completed mall renovations, and built-out several restaurants for local and national franchises, including Firefly's Bodacious Bar-B-Que and Beyond, Melt Gelato & Crepe Café, and Boloco's Inspired Burritos.

Next up for Vision Builders: a brand-new Walgreen's in North Reading, MA, a 50,000 square-foot retail development in Stoughton, MA, several Comcast office headquarters on the south shore, and more restaurants and retail locations. “This is just the tip of the iceberg for us,” says Gagliardi. “With our new team in place, we're equipped to tackle almost any project, regardless of the size or scope.” Vision Builders' new Executive Vice President, Robert Zicher, echoes

Gagliardi's sentiment. “With my long-term connections, our staff's varied experience, and Anthony's business savvy and strategic planning, we have the opportunity to really build this company and its roster of clients.” Zicher hopes to grow the company's size, and double next year's projected revenues over the course of the next five years, but realizes there's a long road ahead. “There will be challenges long the way, and hurdles to overcome,” he says, “but we're building the infrastructure now to handle them.”

Gagliardi feels he has a unique business model that uses creative ways to save clients money and get the job done fast without cutting corners. “Clients are quick to realize that's our biggest selling point,” admits Gagliardi. “When they want to capitalize on a growing marketplace, time is money.” He is also passionate about fulfilling promises, and being true to his word when it comes to meeting client expectations. “The best part about this business is knowing that great results bring great referrals” he says. “I know that if we live up to our promises, our reputation will always speak for itself.”

Anthony Gagliardi resides in Wayland, Massachusetts, with his wife Lilly, and sons Tristan and Jesse.

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*If you can envision it,
we can build it.*

Anthony Gagliardi
Vision Builders Company
615 Concord Street
Framingham, MA 01702

[508] 820-0363
[508] 302-0424 Fax

visionbuildersco.com
anthonyg@visionbuildersco.com

