

In the News: Vision Builders Sets Sights on Construction Market by Promising clients to Finish "On Time, On Budget, Every Time."

Framingham-based general construction management firm wins praise for completing ambitious projects "against all odds" with unique business model

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FRAMINGHAM, MA...Anthony Gagliardi, Chief Operating Officer of the high-profile general construction management firm, **Vision Builders Co.**, recently launched his firm with the completion of two ambitious projects. The company completed nearly a dozen-and-a-half build-outs or renovations for a major national retailer, and expanded another eatery in record time.

Vision Builders Co. specializes in build-outs and renovations for new and existing companies.

In the latter part of 2005, Gagliardi and his team completed seventeen locations for work-wear apparel powerhouse "**Work 'n Gear**" – eleven new stores and six complete site renovations in six different states, including Massachusetts, New York, New Jersey, Maine, Connecticut and Pennsylvania. Amazingly, all of the new stores were completed in a two -and-a-half month period (from September to mid-November). Adding to the ambitious schedule was the fact that VB didn't get the plans for two of the stores until early September, and permits couldn't be applied for until then. Since a grand-opening had already been announced, that left ten days to complete both jobs, front to back, side to side, and floor to ceiling. Vision Builders came through with the quality assurance down to the last detail; both locations were completed with a day to spare, and occupancy permits were issued the same day.

Scot Filleul, Director of Store Construction for Work 'n Gear, said Vision Builders "never ceased to amaze" him. "We threw some deadlines at them that most other contractors would have balked at," he admits. "But they have this type of work down to such a science that they were somehow able to assemble all the right materials, a first-rate crew, and put in the time and skill to get it done for us."

A well-established South-End restaurant and catering business specializing in southern cuisine and live jazz recently made plans to renovate and expand seating. The size of the expansion kept

fluctuating, but one thing remained the same: **Bob's Southern Bistro** could only be closed for two weeks. Vision Builder's Anthony Gagliardi promised results, and spent nearly four months preparing for a two week job that ran, according to the Bistro's owner Darryl Settles: *flawlessly*. "Anthony is very resourceful and understands the importance of time and money," Settles said. "He provided great feedback, and made sure that we were at all times, on the same page."

Gagliardi says that most restrictions are not a problem; that with proper planning and execution, he can overcome almost any hurdle. "All of that preparation ensures that a project runs smoothly, is on time, and is often under budget." Vision Builders works with several sets of subcontractors, many of whom work in rotation on back-to back shifts in order to meet client deadlines. Anthony is also accessible at all times, so that mismatched flooring, a broken piece of equipment, or a carpenter who throws his back out doesn't trigger a work stoppage.

What's unique about Anthony Gagliardi's forward-thinking approach to the business of buildings is his old-school training. His Italian-born father, Antonio, was a mason for many years, teaching his young son the trade during his summer breaks from school. Gagliardi joined the family construction firm after college, and ran the company 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 longer-term relationships.

In fact, he attributes one particular project to his decision to go out on his own. While running the family business, Gagliardi was contracted by the owners of the site of an "Applebee's" in Framingham who wanted to completely revamp the restaurant and make it their own. in six short weeks. Gagliardi turned the former family chain into **Firefly's Bodacious Bar-B-Que and Beyond**, a well-known local "barbeque joint" that packs in the customers on a regular basis.

Firefly's owner Steve Uliss was just as impressed by Gagliardi's no-nonsense demeanor. "Nothing phases him," he says. "When I presented Anthony with a long list of structural and interior design requirements against a very tight opening date, he didn't flinch, he made it happen." Uliss admits he was quite awed by the experience, and says he's received so many positive comments from customers, he can't keep track.

Nowadays, Anthony Gagliardi concentrates on making the types of connections that will serve his clients well. He likes that commercial construction projects are motivated more by value and less by politics. "The best part about this business is knowing that when you do a good job, people appreciate it and make those referrals on your behalf." Gagliardi says he wants that repeat business, and will do anything to make that happen, but realizes his solutions-oriented work method may also result in one-time clients. "I think of myself not just as a builder, but as a thinker," he says. "Our company always takes the initiative to come up with ideas to save clients money and get the job done fast, without cutting corners. I'd like that to be my legacy."



*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



About Vision Builders Co.:

Vision Builders is a nationally-Recognized new breed of general contracting and construction management firm with a business model that places equal emphasis on the quality of the client experience as the quality of the finished product. It focuses on developing close working relationships built upon shared vision, open dialog, and skilled craftsmanship. The private firm, established in 2005, works with new and existing companies in a variety of industries that require renovations and construction build-outs. Vision Builders has completed projects for several restaurants, wellknown retail operation Work 'n Gear, with locations in Maine, Massachusetts, New York, Connecticut, New Jersey and Pennsylvania, and national Chain Mattress Discounters, with location in Virginia and Massachusetts.



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