



TGSV ENTERPRISES, INC.

HOSPITAL CONSTRUCTION HELPING
SOUTH FLORIDA CORPORATION
THROUGH DOWN MARKET

by Christopher Cussat

Left: Interior of the Milano residential project at Deering Bay, Coral Gables, FL.

IT'S ALL IN THE NAME FOR THIS HIALEAH, FL COMPANY. Founded as TGS Construction, Inc. in 1976 by C. Harvey Tatum, Jesus "Mike" Gomez, and Charles Smith, the company became TGSV in 1979, when Gerard Vitale joined the partnership. In 1996, it was re-incorporated into its present structure and name, TGSV Enterprises, Inc. (TGSV). Of the original founders, only Mike still remains as an officer and president of the company, and his son, Richard M. Gomez, is currently vice president of marketing. But everyone at the company is committed to the vision the original partners created 32 years ago.

we still diversify and are deeply involved in aviation, government, commercial, and industrial projects—the healthcare market has been key to our recent growth," says Richard.

Richard attributes the company's success to its operating partners' collective experience in construction and motivated focus on innovation. "TGSV's partners have the wisdom that comes with working in construction around south Florida for over 30 years. We are constantly trying to keep the company a step ahead of the competition by implementing new technologies into our daily operations," he says.

“We are now using advanced technology to monitor all of our employees, subcontractors, projects, and job sites.”

Richard M. Gomez, Vice President of Marketing

According to Richard, TGSV is a full-service general contractor and construction manager. "We provide services for government agencies, healthcare facilities, developers, and property owners who wish to perform new or renovation/restoration types of construction projects," he says. The corporation's services are extensive (not to mention quite a mouthful). They include pre-construction design review and coordination; preliminary budgeting for construction costs; construction cost estimations; project scheduling; management and coordination of construction processes/finances; coordination and processing of county/state required permits; and building/project turnovers.

Hospital construction has become a main focus of TGSV's development over the past 12 years. Of the 30 projects TGSV contracted in 2007 and early 2008, 14 are hospital projects. "Although

For example, TGSV is continually integrating inventive computer programs to keep its systems up to date. Richard adds, "We are now using advanced technology to monitor all of our employees, subcontractors, projects, and job sites." In addition, the company is in the process of going paperless and is beginning to electronically scan, store, send, and view all company documents (including construction plans). TGSV is also certified and accredited by the USGBC, which helps it spearhead green development in southern Florida.

There is another unique factor that helps explain TGSV's continuing success and growth over the years. "TGSV has earned the reputation of never walking away from a project, no matter how complex or how difficult the job conditions or time-frame may be—we have made it a point to always follow through on our commitments," Richard says.

BUILDING AND DESIGN

TGSV ENTERPRISES, INC.



TGSV ENTERPRISES, INC. AT A GLANCE

LOCATION: Hialeah, FL

AREA OF SPECIALTY: General contractor and construction manager for hospital, commercial, and industrial projects

AVERAGE ANNUAL SALES: \$23 million

EMPLOYEES: 25

Richard also believes that open communication with employees is an integral requirement of staying competitive and maintaining productive business relationships. "Informing your employees about what the corporate goals and philosophies are, having them understand them, and ensuring they are on board with what the company is trying to achieve—all of this provides a unified front and subsequently instills confidence in your clients."

But even the best companies experience challenges that are unique to their industries. TGSV has anticipated and designated its future tests—and is already implementing the necessary actions required to carry the company through tough economic times. It has initiated a pinpointed expansion plan that incorporates targeted marketing and professional teaming to continue promoting sales and growth.

Above: A DeHirsch Meyer window replacement project, with complete renovation of exterior skin, at Mount Sinai Hospital.

As Gomez puts it, "With the current state of the economy, the construction market is becoming very dry. Since the majority of our work has been with repeat clients, TGSV is expanding its marketing strategies and reaching out to new developers, facility managers, and design professionals in an attempt to forge new relationships and increase our client base."

After years of professional successes and learning experiences, Gomez offers sound advice for all business owners. "Essentially, the key thing for everyone to remember is that we have the luxury of living in the United States of America—every person is provided the resources to build a successful company as long as they enter into the process with the right intentions, the willingness to make sacrifices, and the desire to put in the time required to mold their ideas into a corporation." HEQ



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E-mail: office@omegasteelers.com
Website: www.omegasteelers.com
Address: 6957 NW 82nd Ave. Medley, FL 33166
Phone: (786)-845-3882 Fax: (786)-845-3883