



built with Projotech” adds Steve Thompson, Managing Director, “has not gone on to work with anyone else; we have earned their trust and they have stuck with us. We have a long-term relationship with many clients and that has really been the bedrock of our business.”

The types of projects that Projotech are involved in are eclectic. The core business, though, at present, comes from high-end, residential construction - single family homes that sell for \$5 million-plus. The company has also worked on a lot of the local resorts but, in TCI, there has only been one mid- to large-scale resort built in the last ten years; prior to that, they did most of the high-end resorts along Grace Bay.

“The last few years, it has been largely high-end residential,” says Thompson, “but because of our repeat clients we will happily do very

small refurbishments. It’s really everything and anything that works for us.”

Projotech has fifteen full-time employees who are all professionals with the exception of a couple of administration and back-up support staff. They are all either degree-qualified project managers, engineers, or surveyors. All of the tradesmen are what they call “piece workers.” Labor is sub-contracted out, and although they are separate businesses, those relationships have thrived, as well, and the same pieceworkers are hired through various projects. “They are almost like direct labor because we have known them so long, and we work well together, so when you include those guys you are talking about a couple of hundred people typically working on our projects on a daily basis,” adds Thompson.

“As you can see,” says Hartshorn, “we cross all categories in terms of product, but we generally operate at the very high end. Hospitality projects such as hotels driven by experienced, local and offshore developers, condominium developments, top-of-the-range luxury villas, and commercial developments (for example we are currently completing our second large office development for the local power company). We also undertake civil and marine works and even have a small works department. Often we provide full services from concept to completion. Through one of our sister companies, Finishing Touch, we provide interior design and FF+E services and another of our sister companies, Hummingbird, provides full property man-

agement services, including short term rental management. Many of our clients, here, are celebrities and high-net-worth individuals. We offer a unique one-stop-shop service with an understanding of how the top-of-the-market individual ticks and what their expectations are.”

Providenciales has grown into a premiere Caribbean holiday destination, boasting Grace Bay Beach as the #1 Beach in the World, and commercial flights from major U.S. hubs. Now, with years of experience, Projotech has grown to have more diverse familiarity in this industry than any other local construction or consulting firm.

This has perfectly situated the company to be ready for the next few years of development



Caribbean Windows is honoured to work with Projotech

Suppliers of doors and windows for high end projects in the Caribbean. We offer support for our program with customer service and attention to detail.

www.caribbeanwindows.com