



which will likely see a new round of resort building and a move towards high rise construction. “We are working with a developer now on a large-scale resort in Grace Bay and are hoping to start construction in the next few months,” says Thompson. “We are also talking to developers on a couple of other resort projects that are looking promising. We have a joint venture agreement with a large contracting company out of the United States. We are able to partner with them when needed and use their resources and therefore take on these larger projects if they all come at the same time. Then, there is the growing trend towards higher rise construction and large-scale renovations. We want to be ready for all these opportunities.”

“We are one of several large category local contractors on island,” Hartshorn admits, “There are also, always, international foreign contractors looking to try and compete for the larger projects. Many offshore developers wrongly assume that we local contractors are incapable of undertaking major works and believe that imported cheap labor will result in cheaper construction rates. This is a fallacy. We regularly compete for negotiating rights with our local peers and we believe our comprehensive services and experience give us the edge. In respect of the foreign contingent, inevitably, we offer far more added value

and certainty of costs. Our local relationships and networking go a long way in offering comfort to would-be clientele. In our experience the offshore international contractor ultimately is not competitive.”

Given Projetech’s diverse range of talents, its open book philosophy with its dedication to being upfront with its clients in terms of costs, and its exemplary service from start to finish, it is easy to see how the company will continue to be a successful player in the TCI construction landscape.

“I think part of our success is longevity,” concludes Thompson. “The fact that we have been operating consistently for over 20 years is unique here in terms of the larger building contractors. We enjoy an excellent reputation. We stand by our work and conduct business in an ethical manner. We take pride in what we do, which goes back to the original vision. Traditionally, contracting has been seen as a confrontational sort of industry between the client and the contractor. We try and change that and put it more into a partnership situation where we are all pulling in the same direction and trying to have fun while we do it. We spend a lot of time at work so we want to enjoy it!”



PREFERRED VENDORS

■ **Coastal Building Sales**
www.coastalbuildingsales.com

Established in 2007, in Homosassa, Florida, Coastal Building Sales specializes in new construction of single-family houses. The company also carries a complete line of products from the world’s leading manufacturers.

■ **Caribbean Windows**
www.caribbeanwindows.com

Headquartered in Providenciales, Turks & Caicos, Caribbean Windows supplies all types of doors and windows for luxury homes, condominium projects, hotels, offices, and commercial buildings. The company serves contractors, architects, project managers, and developers working on new construction and renovations.