

Company Name: LandSouth Construction

Industry: General Contractors

Bucking the Trend: Increased revenues in construction, multi-family industry

Record-breaking revenues and strong client relationships have catapulted LandSouth Construction into success. Headquartered in Jacksonville Beach and working with clients throughout the Southeastern United States, the general contracting company recently reported its best revenue-generating year in company history. Revenues in 2008 totaled \$77 million compared with \$61 million in 2007, an increase of more than 26 percent.

“Despite the economic downturn, 2008 turned out to be a very successful year for our company,” said James Pyle, president and CEO of LandSouth Construction, which has specialized in multi-family construction since it was founded in 1998. “We have completed several high-profile projects and continue to work on additional developments in Orlando, Kissimmee, Daytona Beach and Palm Coast.”

Pyle attributes the company’s success to its ability to work closely with established clients on multiple projects. For instance, in 2008 LandSouth Construction completed two local projects with Sierra Development including the \$19 million apartment community of Atlantic Crossing at Deerwood Park in Jacksonville’s Southside and the \$39 million condominium community of Valencia at South Beach located in South Jacksonville Beach. “Our success truly is measured by the lasting relationships we have with our clients. They recognize our

strong work ethic, dedication to their vision and quality of construction, all of which makes them want to continue doing business with our company,” said Mike Taylor, director of business development at LandSouth Construction. “We believe once a client works with us, they will continue to do so for years to come because of the way they are treated and the quality of work we deliver.”

Further proving this relationship-based business philosophy is the company’s long-lasting rapport with Florida developer Integra Land Company. In 2008, LandSouth Construction completed two projects with the developer including the 272-unit luxury apartment complex of Integra Landings at Ivey’s Lake in Orange City, Fla., and the 304-unit luxury apartments at Integra Meadows at Stoneybrook in Davenport, Fla. Currently, LandSouth Construction is working with the developer on two additional Florida communities – Integra Woods in Palm Coast and Integra Shores in Daytona Beach.

And while returning clients are the foundation of the company, LandSouth Construction’s executives understand the necessity of cultivating new clients. The company currently has bids out for a hotel project in Alabama and a multi-family project



- 1.) The LandSouth Construction executive team. From left: Joseph Passkiewicz, James Pyle, Marc Carlson and Michael Taylor.
- 3.) Valencia at South Beach located in South Jacksonville Beach
- 2.) Atlantic Crossing at Deerwood Park located in Jacksonville’s Southside area

in Central Florida that would be the largest multi-family development in the state of Florida utilizing the U.S. Department of Housing and Urban Development (HUD) Section 221 (d) (4) program.

“Times are certainly tough for our industry, but we continue to forge ahead,” Pyle said. “We believe in what we do, and we believe 2009 will be another successful year for our company.”