

JACKSONVILLE BUSINESS JOURNAL

THE LIST

FAST

*From transportation
to real estate to tech,
companies in a range of
industries across the First
Coast saw revenues surge
over the past three years.*

PAGE 11

ILLUSTRATION BY CATIE PETERSON/JBJ; GETTY IMAGES

MAKING MONEY

Jacksonville's housing market
has been a top target for
real estate investors

PAGE 3

C-SUITE MOVES

A long-time nonprofit exec has
taken over as the United Way
of St. Johns' new leader.

PAGE 9

STAYING BUSY

After a brief downward trend,
home building permits on the
First Coast were up in August

PAGE 4

VENUE CHANGE

Some of the top-performing
cultural venues on the First Coast
will be managed differently

PAGE 8

JACKSONVILLE BUSINESS JOURNAL

September 16-22, 2022
Vol. 37, No. 52, \$5.00

112 W. Adams St.
Floor 2
Jacksonville, FL 32202



Breaking news online

JacksonvilleBusinessJournal.com



On Twitter

[@JaxBizJournal](https://twitter.com/JaxBizJournal)



Daily email updates

JacksonvilleBusinessJournal.com/email

UP FRONT

NEED TO KNOW: 5 THINGS THAT HAPPENED WHILE YOU STARTED THINKING ABOUT HALLOWEEN COSTUMES

1

Desserts: A dessert eatery that's expanding nationally has opened its first location on the First Coast. New franchisees Wendy and Josh Popkin own the store in Ponte Vedra Beach — 830 A1A North, Unit 16. The eatery started in 2017 and focuses on artisanal waffles made using traditional European flavors and techniques, which can be filled with ice cream and toppings. Each location offers bubble waffles, ice cream waffle sandwiches and more.

2

Housing: Jacksonville's housing market had the highest share of investor activity in the nation during the second quarter, with nearly a third of all home purchases from April through June made by investors. The total amount of money being invested, though, is far behind that of the other top cities. Investors bought \$994.5 million worth of properties on the First Coast, while investing \$3.4 billion in Atlanta, \$4.6 billion in Phoenix, \$3.5 billion in Miami and \$2 billion in Las Vegas.

3

Education: The University of North Florida ranked among the best national universities by U.S. News & World Report. UNF ranked as a top public school, top performer in social mobility and recognized for its undergraduate engineering, business, computer science and nursing programs. Flagler College is No. 2 for Best Regional Colleges in the South, a list where Jacksonville University is No. 34 and Edward Waters University is ranked No. 76-99.

4

Culture: St. Johns County's two major cultural venues — St. Augustine Amphitheatre and Ponte Vedra Concert Hall — will be operated by a nonprofit once details of the transition are worked out. The idea behind the change is to allow for more efficient management for facilities that have become as busy as any comparable venues in the country, including raising salaries in a bid to keep the staff that has made the venue the top-selling amphitheater in the U.S.

5

Manufacturing: North Carolina-based Wolfspeed plans a new semiconductor factory with 1,805 employees and a total \$5 billion investment by the end of 2030 at the Chatham Advanced Manufacturing site near Siler City. According to one of the most popular stories across the Business Journals, the deal — which is the largest in state history — came together after North Carolina agreed to a package of state incentives worth almost \$160 million

“Fans want to be part of the Games every step of the way and, as the industry leader, Fanatics is the perfect creative force to bring that journey to life through products and retail.”

PETER ZEYTOONJIAN, senior vice president of consumer products for U.S. Olympic and Paralympic Properties, after signing a merchandise and omnichannel retail agreement with digital sports platform Fanatics.

▶ THE BIG NUMBER

\$34.82

The average hourly earnings among all employees in construction in August 2022, compared to \$33.08 in August 2021 and \$31.41 at the start of the pandemic in March 2020, according to Federal Reserve Economic Data.

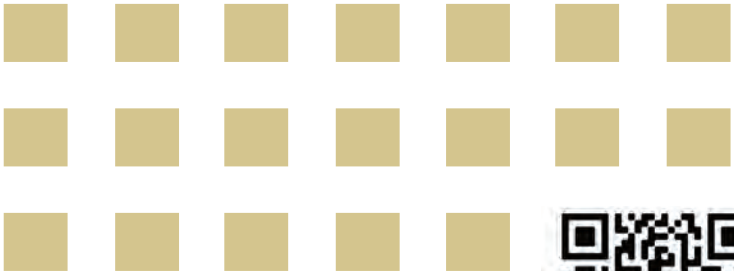


JENNIFER GRISSOM

The University of North Florida Department of Chemistry recently unveiled an addition and renovation project to improve teaching and research spaces. It officially announced the partnership with Johnson & Johnson Vision in the investment of new equipment.

JACKSONVILLE BUSINESS JOURNAL

NOMINATION DEADLINES



FOR MORE INFORMATION, visit **jbjevents.com**

Women of Influence



Presented by



40 Under 40



NEWS

HOUSING MARKET

JAX TOP IN THE NATION FOR INVESTOR ACTIVITY IN Q2

Investors bought nearly a third of metro homes from April through June.

Jacksonville's housing market had the highest share of investor activity in the nation during the second quarter, with nearly a third of all home purchases from April through June made by investors.

According to a report from national brokerage firm Redfin, investors bought 31.9% of homes that sold in Jacksonville in Q2 – more than in Atlanta, where investors bought up 31.8% of homes, Las Vegas (31.5%), Phoenix (31.2%) and Miami (29%).

That number surged in Jacksonville compared to last year, even compared to the other markets with high investor interest. Investor sales were up 40.7% on the First Coast compared to the second quarter of 2021, while they rose 28.2% in Atlanta, 13.9% in Las Vegas, 2.3% in Phoenix and 9.3% in Miami.

That number is down, though, from the beginning of 2022. In the first quarter of the year, 32.3% of homes in metro Jacksonville were bought by investors, according to Redfin – which made it the second largest investor market in the country, behind Atlanta.

Although Jacksonville has the largest market share of investors in Q2, the total amount of money being spent is far behind that of the other top cities. Investors bought \$994.5 million worth of properties on the First Coast, while investing \$3.4 billion in Atlanta, \$4.6 billion in Phoenix, \$3.5 billion in Miami and \$2 billion in Las Vegas.

Across the United States, investors have taken a step back from the housing market compared to the second half of last year, but investor purchases are still much higher than in the years leading up to the pandemic.

“Investor purchases probably won’t bounce back to 2021 levels, but they’ll likely remain more common than before the pandemic because the housing market is stable compared with today’s volatile stock market,” said Redfin Senior Economist Sheharyar Bokhari in the report.

There are numerous reasons for the decline from last year’s peak.

Housing inventory remains low, and prices are high, leaving fewer attractive options for real estate investors.

– Chris Fuhrmeister & Tim Gibbons



Investor purchases probably won’t bounce back to 2021 levels, but they’ll likely remain more common than before the pandemic because **the housing market is stable compared with today’s volatile stock market.**

Redfin Senior Economist
SHEHARYAR BOKHARI

Protect your small business from reality with over 30+ customizable coverage options and personalized discounts. Get a quote in as little as 6 minutes at [ProgressiveCommercial.com](https://www.ProgressiveCommercial.com)

PROGRESSIVE
COMMERCIAL

Progressive Casualty Ins. Co. & affiliates. Coverages and discounts not available in all states or situations. For all vehicles or coverage selections.

REAL ESTATE

By Stuart Korfhage

skorfhage@bizjournals.com

904-265-2218

CONSTRUCTION

FIRST COAST HOUSING PERMIT NUMBERS RISE IN AUGUST

The number of single-family home building permits issued in August saw an uptick that bucked a recent downtrend trend on the First Coast.

Data from the Northeast Florida Builders Association shows 1,180 permits were issued in August, increasing from a relative recent low of 940 permits in July, a low that had not been seen since May 2020.

Although August showed an increase in the number of permits pulled month-over-month, it remains the second lowest month of the year.

For the first eight months of the year, Clay, Duval, Nassau and St. Johns counties issued 9,942 permits compared to 11,183 during the same time period in 2021, representing a more-than-11% decrease. If this trend continues throughout the remainder of the year, 2022 will see fewer permits issued than in 2021, the first time there has been a year-over-year decrease since the end of the Great Recession.

Duval County issued the most permits in August with 576, with St. Johns County right behind at 355. Clay and Nassau counties each issued 109 and 140 permits, respectively.

The last several years of permit data shows the continuation of growing demand for new homes in the First Coast area.

Here's how the total number of permits have grown in the past six years.

2015	6,725 permits
2016	7,906 permits
2017	8,870 permits
2018	9,918 permits
2019	10,345 permits
2020	12,555 permits
2021	16,138 permits

The number of permits has increased every year for nearly a decade. Experts have said the demand will continue to grow for new homes in the area in 2022, though homebuilders face significant challenges when it comes to rising costs and labor shortages.

— James Cannon

EMPLOYMENT

CONSTRUCTION FIRMS STRUGGLE TO FILL HOLES

Survey says 93% of firms are trying to fill open positions.

Although workforce challenges in construction are hardly new, some in the industry report success with recruiting from different labor pools and thinking about workforce needs more holistically.

A recent workforce survey conducted by the Associated General Contractors of America and Autodesk Inc. (Nasdaq: ADSK) found 93% of construction firms report having open positions they are trying to fill. Among those firms, 91% are struggling to fill at least some of those open positions, particularly ones requiring a craft workforce that performs the bulk of onsite construction work.

AGC and Autodesk conducted the survey in late July and early August, with nearly 1,300 firms responding. August's jobs report showed some loosening in the national construction labor market, although only marginally. The industry added 16,000 net jobs last month, according to an Associated Builders and Contractors analysis of U.S. Bureau of Labor Statistics data.

Ken Simonson, AGC chief economist, said during a media call discussing the AGC-Autodesk survey the results were nearly identical across different sets of companies – union and open-shop



LJUBAPHOTO, GETTY IMAGES

Photo of project manager visiting construction site with Multi-Ethnic construction workers standing on roof top at sunset. Business, building, industry, technology and people concept - smiling builder in hardhat with blueprint over group of builders at construction site under the

contractors alike, ones of varying revenue sizes and that work in different regions.

"Most job candidates simply are not qualified to work in the industry," Simonson said, adding a candidate's inability to pass a drug test was included in the survey as a challenge in finding qualified candidate.

Construction companies are having to boost investments in internal training programs to address skill gaps. Forty-seven percent of survey respondents say they're boosting spending on training and professional development programs.

"Most job candidates simply are not qualified to work in the industry."

KEN SIMONSON
AGC chief economist

Construction executives say they're increasingly recruiting from what once were somewhat overlooked labor pools. That includes hiring people employed in other career tracks, such as hospitality and retail, and formerly incarcerated individuals reentering the workforce.

The stigma of what a career in construction looks like was also cited by executives as a challenge the industry has to overcome to build its pipeline. Sines said it isn't widely known there are job paths that don't require an entire career devoted to working on a site.

— Ashley Fahey

RESIDENTIAL

HOME PRICES IN NORTHEAST FLORIDA LEVELED OFF IN AUGUST

As higher interest rates have slowed the housing market, Northeast Florida has seen home prices level off or decline slightly as demand has waned.

According to the latest statistics from the Northeast Florida Association of Realtors, in August, single-family homes sold for a median price of \$393,900 in the region, which was a 1.5% decline from July.

"Moving into fall 2022, we continue to see the residential real estate market, which includes single-family homes, condos, and

townhomes, continue to moderate and normalize," NEFAR President Mark Rosener said in a release. "While still an 18% increase year over year, the median price in our six-county market has shown mild fluctuations month to month of between \$350,000 and \$365,000 since March.

"This indicates that the dramatic increases that were seen during the pandemic are coming to an end."

Rosener pointed out that closed and pending sales have leveled off to around

2,300 to 2,500 over the past several months.

"New listings are hitting the market and active inventory has stabilized, with 3,200 new listings and 6,348 active listings," Rosener said. "The combination of fewer unit sales and our current active inventory has increased the region's months of supply to 2.7 months, which has been stable over the past couple of months."

In Duval County, the median price for a single-family home was \$343,995, a nearly 1% drop from June and July. St. Johns County remained the most expensive county in August with a median single-family home price of \$555,000.

— Stuart Korfhage



CRANE WATCH

Give Crane Watch tips to James Cannon at jcannon@bizjournals.com or 904-265-2220

Sponsored by:



ServPro of Arlington buys Cassat Ave. building

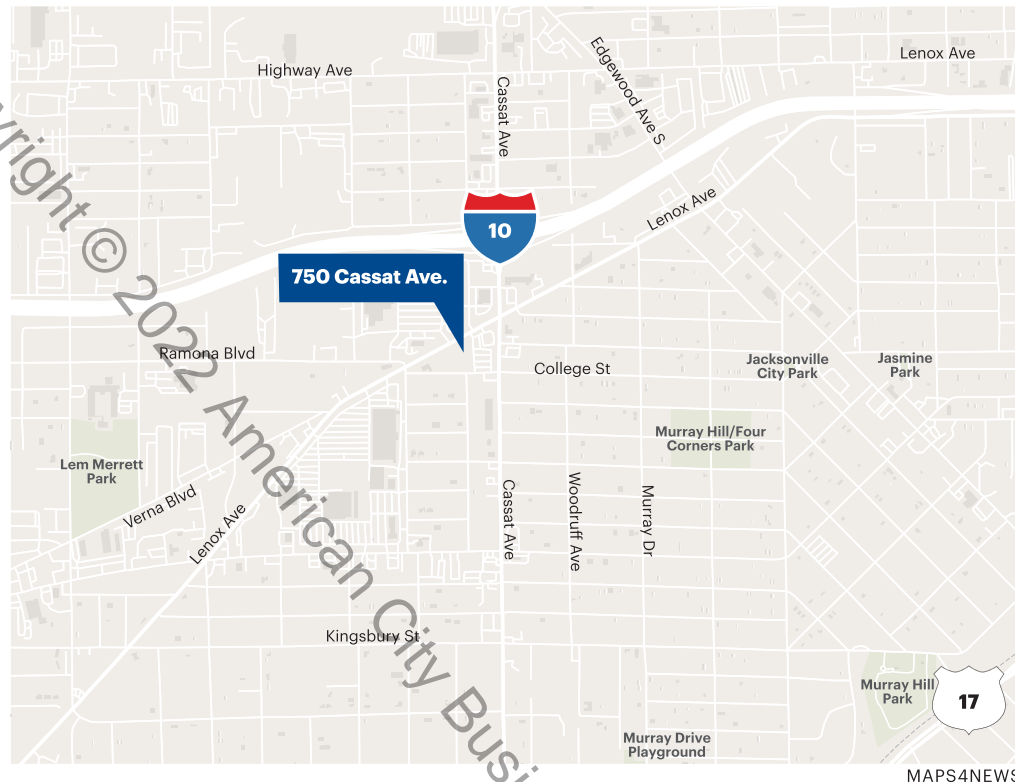
The 32,000-square-foot building at 750 Cassat Ave. in Jacksonville was recently purchased by ServPro of Arlington.

NAI Hallmark reported the sale for \$3.26 million. Vice President Austin Kay with NAI Hallmark represented the seller, and John Cole with Foundry Commercial represented the buyer.

This retail property was built in 1979 and is situated on a partially fenced 2.7-acre lot. Located just south of Interstate 10 in the Riverside submarket at the southwest corner of Lenox and Cassat avenues, the property was previously occupied by Beauty Max.

"This is a prime example of converting an existing retail box to a different use and in this case a local business, ServPro of Arlington, who will be relocating as their business continues to grow," Kay said in a release.

— Stuart Korfthage



► **Summit Contracting Group** received a \$70.5 million permit on behalf of Pinnacle Rental Community LLC for the construction of an apartment complex located at 8760 Pinnacle Park Blvd. For more information, contact Gabriel M. Divone Jr. at 904-353-5900.

► **The Robins & Morton Group** received a \$4.8 million permit on behalf of Nemours Children's Clinic for renovations of the fifth floor to facilitate the relocation of outpatient Hematology and Oncology functions at 807 Childrens Way. For more contact information, contact Beth Hiltonen at 904-239-4558.

► **Perry-Mcall Construction Inc.** received a \$1.8 million permit on behalf of Cologix for tenant improvements at a facility located at 4800 Spring Park Road. For more information, contact John Kauffman 904-292-2645.

► **Arco Design/Build** received a \$1.5 million permit for the expansion of a warehouse located at 6282 Imeson Road. For more information, contact Jim A. McClellan 904-320-0393.



CYBER SECURITY

October 6, 2022

11:00 am – 12:00 pm EST

Complimentary Virtual Event

Register Today! www.bizjournals.com/atlanta/event

ATLANTA
BUSINESS CHRONICLE

SECURING THE FUTURE: Preparing for Cybersecurity Threats

Join us for a virtual conversation with Theresa Payton — the first female White House CIO and one of the nation's foremost authorities on cybersecurity — as she discusses the world's greatest cybersecurity threats and steps your organization can take to protect itself. Theresa is the founder and CEO of Fortalice Solutions and a published author on IT strategy and cybersecurity.

Presented by:

SYNOVUS
get there



KEYNOTE SPEAKER

THERESA PAYTON
First Female White House
CIO and CEO,
Fortalice Solutions

CONTRACTING

By Kaitlyn McCue

kmccue@bizjournals.com

904-265-2201

NEW W.W. GAY HQ RISING FROM THE ASHES

The local contracting firm lost its previous headquarters to a fire in 2020.

On Aug. 31, 2020, the headquarters of Jacksonville construction company W.W. Gay burned to the ground, leaving behind a legacy without a headquarters.

Now, the company is building back from the ground up with its new main office, located on the same ground where the last one stood.

W.W. Gay Mechanical Contractor Inc. has been a Jacksonville staple for the past 60 years, helping to build iconic structures like the FIS Building, Wolfson Children’s Hospital Critical Care and Baptist Arrival Tower, and the global home of the PGA Tour.

Gay started the company in 1962, growing it to a Florida powerhouse



KASPER ARCHITECTS + ASSOCIATIONS INC.

The new, two story headquarters of W.W. Gay is expected to be completed by late summer of 2023, now able to accommodate multiple departments within the company.

with eight offices across the state, including the corporate office in Jacksonville.

He died in March 2020.

The company’s services include plumbing, HVAC service and installation, fabrication, and industrial services, among others.

The original headquarters, built in 1979, was destroyed in a fire that

began in Gay’s office.

But on Aug. 31, exactly two years after the devastating blaze, W.W. Gay broke ground on a new endeavor, possibly its most meaningful yet.

“We’re writing a new chapter and really building upon that legacy – you can feel it in the air,” said Emily Andrews, marketing and community relations director for the company.

“We’re starting to see the light.”

The new two-story, 49,665-square-foot building will cost roughly \$11 million. It will also help the company add about 60 jobs to their current total of 600 by 2028.

The new building, contracted by Auld & White Constructors LLC, with Kasper Architects + Associations Inc as architect, will sit on roughly four acres.

The headquarters, expected to be completed by summer of next year, will be just next door to the current corporate office, on Stockton Street, and is the first step in another 60 years of growth for the company, according to Andrews.

“We’ll be able to put a lot of people back in that main building, so the camaraderie and the feeling of family will definitely be in that building,” Andrews said. “We’ve all been apart for the last two years because of the fire and pandemic, so just being able to collaborate and be together in these spaces is exciting.”

HEALTHIEST EMPLOYERS

Health by Design

DESCRIPTION: A provider of onsite clinics, executive exams, care navigation and wellness assessments

FOUNDER: Dr. Kristy Harvell

YEAR FOUNDED: Xx

EMPLOYEES: 9

HEADQUARTERS: Jacksonville



Thomas Edison once wrote, “the doctor of the future will give no medicine but will instruct his patient in the care of the human frame, in diet and in the cause and prevention of disease.” At Health by Design, they translate that to “healthy bodies don’t get sick.” The alternative medicine practice provides free chiro-

practic care, allergy screenings and nutrition response testing for all full-time employees – done on-site and during work hours. Additional education materials on disease and environmental factors that affect health are available as well.

The efforts have paid off for individual employees. One

worker, who was on medication for blood pressure, diabetes and allergies, began the program and has since come off those. She was able to avoid back surgery through the free chiropractic care and nutritional support she received.

By keeping their employees healthy, they’re able to keep patients healthy as well.

CSI Companies

DESCRIPTION: CSI provides comprehensive, managed workforce solutions including recruiting, technology, IT consulting, and staffing

LEADERSHIP: CEO Chris Flakus

YEAR FOUNDED: 1994

EMPLOYEES: 172

HEADQUARTERS: Jacksonville



Health and wellness are a priority at CSI Companies, and as such, the staffing company provides the tools its people need to achieve optimal health. The on-site fitness facility includes barbell racks and free weights, cardio equipment, machines, outdoor turf, a yoga/Barre studio, Peloton bikes, and a massage room. Fitness classes include

HIIT/Bootcamp classes, strength training, running and yoga classes available throughout the week, all coached by Jacksonville-based trainers. A massage therapist makes weekly visits. This all is free to employees and fosters a healthy culture of competitiveness and accountability among colleagues.

As Covid remains a concern, CSI empow-

ers its people to gain control over their mental health. It provides premium memberships to Calm and on-site health coaching seminars and financial webinars to discover positivity and happiness to cultivate a healthy mentality and body. At CSI, a healthy worker and workplace can lead to a happier, less-stressed individual.

RESTAURANTS

Highlights from this week's restaurant news.

Iconic Old Spanish Sugar Mill Grill restaurant to reopen

One of Florida's popular restaurants, Old Spanish Sugar Mill Grill & Griddle House at De Leon Springs State Park, will undergo some improvements as it sees a change in operators.

Schwarze Enterprises LLC, the management of the popular all-you-can-eat, create-your-own pancakes eatery, in August announced it would shutter the restaurant because the state did not renew its contract. The last day of operation will be Sept. 12, said a notice on the restaurant's website.

However, while the state's contract with Schwarze expires Sept. 30, new concessionaire Guest Services Inc. will take over the space and continue to operate the popular eatery, Alexandra Kuchta, press secretary with the Florida Department of Environmental Protection, told Orlando Business Journal.

"While the new contract still is being finalized, I am happy to share

► THE BIG NUMBER

250,000

Number of visitors last year to De Leon Springs State Park, where the restaurant is located.

that the Old Spanish Sugar Mill Grill & Griddle House is not closing or changing its offered services. As part of the terms of the new agreement, Guest Services Inc. will continue to operate the restaurant as guests have come to love over many generations. This, of course, includes the cook-your-own pancakes and other favorite menu items," Kuchta said.

Meanwhile, the eatery's temporary mid-September closure will allow for some renovations.

For example, the roof of the restaurant will be replaced to make it more

resilient and energy efficient, Kuchta added. "Upon completion, the Old Spanish Sugar Mill Grill & Griddle House will reopen under its new vendor.

For safety reasons, the restaurant will remain closed to the public during renovations, but all other portions of the park will remain open."

The restaurant is a popular destination for De Leon Springs State Park visitors, which welcomed more than 250,000 people last year.

However, the general restaurant industry still is challenged to rebuild its workforce.

An August survey by the National Restaurant Association showed 65% of operators report not having enough employees to support customer demand and 84% plan to hire additional employees during the next six months, said a news release.

— Richard Bilbao

► SILKIE'S CHICKEN

LOCAL CELEBRITY CHEF KENNY GILBERT RECEIVES NATIONAL RECOGNITION

It's been a big week for Jacksonville-based celebrity chef Kenny Gilbert.

Gilbert's restaurant, Silkie's Chicken and Champagne Bar, has been named one of the top champagne bars in the country — and Gilbert was enlisted as a key component of a party Oprah Winfrey threw in Hawaii recently.

To help Oprah celebrate her friend Ava DuVernay's 50th birthday with a three-day celebration in Maui, Oprah enlisted chefs, including Gilbert, to cook with ingredients from Oprah's garden.

The celebrations were closed out with a farm brunch spearheaded by Gilbert's chicken and biscuits.

Silkie's received national distinction Wednesday ahead of international champagne day as being one of the top 10 best champagne bars in the country, according to the Champagne Bureau USA, the U.S. representative of the Comité Interprofessionnel du Vin de Champagne, a trade association.

— James Cannon

BKS Partners

DESCRIPTION: BKS provides commercial and private risk management and employee benefits

FOUNDERS: Lowry Baldwin, Elizabeth Krystyn and Laura Sherman

YEAR FOUNDED: 2006

EMPLOYEES: 3,000

HEADQUARTERS: Jacksonville



The concept of "total rewards" could be used to describe the result of the health and wellness initiative at BKS Partners. The program runs the gamut. Beyond market-leading benefits, its "Summertime Fridays" free up time for harried workers. Multiple programs seek to ensure access to mental health resources. Unlimited PTO allows employees to pursue personal passions, relieve stress or seek philanthropic efforts to give back to the community. Since the pandemic, colleagues have the option to engage in flexible work arrangements to help foster a stronger sense of work life balance.

New wellness resources, such as coaching and virtual fitness programming, have brought improved engagement. A virtual fitness program has seen enrollment increase to 21% of eligible members; BKS' holistic well-being programs have topped 35% monthly engagement. Beyond engagement, praise is high. Employees are appreciative of the effort BKS invests in their wellness.

Baptist Health

DESCRIPTION: The health system features six hospitals, 50 primary care offices and over 2500 specialists

FOUNDER: Southern Baptist Convention

YEAR FOUNDED: 1955

EMPLOYEES: 13,411

HEADQUARTERS: Jacksonville



For over a year, Baptist Health has been transitioning its "Healthy For Life" program from a traditional wellness program to a holistic, personalized well-being approach committed to offering programs to Advance the Well-being of every team member.

The program moved from the premium discount incentive model to a new wellness incentive design that allows participants to choose well-being activities related to their personal health goals. Events center around six core well-being pillars; emotional, nutrition, fitness, social/community, financial, and self-care. Team members can earn incentives for adopting or maintaining a healthy lifestyle which is funded into a Lifestyle Spending Account, which then can be used to purchase eligible physical, emotional and financial wellness expenses.

Never satisfied, program leaders continually seek out new and better ways to nurture well-being and resilience in the ever-evolving workplace. As one employee said, "it's never selfish to invest in yourself." And as Baptist Health has found, it's always good to invest in your people.

ST. JOHNS COUNTY

By Stuart Korfhage

Cultural venues to be transferred to new nonprofit

Amp, Concert Hall would still be owned — but not run — by the county.

St. Johns County leaders have flirted for years with changing the structure of how its popular performance venues are managed. And it seems they've chosen a new setup.

After considering outsourcing the management of the St. Augustine Amphitheatre and Ponte Vedra Concert Hall — which are both owned and operated by the county government — commissioners voted Tuesday for a plan that would shift the Cultural Events Division into a newly created, local nonprofit organization.

While the county would still own the venues, it would no longer run them. The idea is that it would allow for more efficient management for facilities that have become as busy as any comparable venues in the country,



STUART KORFHAGE

Rock band Toad the Wet Sprocket performs at the St. Augustine Amphitheatre.

including raising salaries in a bid to keep the staff that has made the venue the top-selling amphitheater in the U.S.

The details of the transition must

still be worked out. But the Amphitheatre & Concert Hall Advisory Committee, which is made up of five county volunteers, presented preliminary plans to the Commission at Tues-

day's meeting. It was the committee's unanimous decision to recommend the nonprofit model.

According to a release from the county, the approval of the committee's recommendation will allow the Cultural Events Division to function as a private business with the intention of alleviating governmental process constraints and further enhancing its economic impact on the county.

"The committee is left with two choices," Committee chair Jerry Wilson said. "First, hope things will get better in the current state, or two, change things to create a better state."

The committee said that through the nonprofit model, it can raise more revenue while saving the county government money — all without giving up control of the community assets.

In its presentation, the committee said the direct economic impact of the Amphitheatre in the 2022 fiscal year was about \$39.5 million — based on overnight stays and ancillary spending.

WORLD AFFAIRS COUNCIL OF JACKSONVILLE

BRINGING THE WORLD CLOSER

Join the World Affairs Council of Jacksonville for **Global Issues Evenings**, engaging dialogues featuring the newsmakers of our time from around the world, hosted in partnership with the University of North Florida's Distinguished Voices Lecture Series.

INFORMATION:

WWW.WORLDAFFAIRSCOUNCILJAX.ORG

OCT. 25

THE US & THE HOLOCAUST: LESSONS FOR TODAY'S CHALLENGES

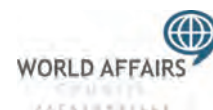
LYNN NOVICK & KEN BURNS
AWARD WINNING DOCUMENTARIANS

7 PM | UNF UNIVERSITY CENTER



SUPPORT THE FUTURE WHEN YOU JOIN

Did you know that students from the 18 area high schools in our Foreign Affairs Program, Great Decisions, get the chance to interact with our speakers? To ask them questions, and to be inspired? When you join as a member, you support these area high schoolers in becoming the leaders of our future.



UPCOMING EVENTS

PRESIDENTIAL ECONOMIC ADVISOR

AUSTAN GOOLSBEE

11.29 AMERICA IN THE GLOBAL ECONOMY

2021 NOBEL PEACE PRIZE RECIPIENT

MARIA RESSA

12.05 THE BATTLE FOR TRUTH IN THE DIGITAL AGE

FOREIGN AFFAIRS SPECIALIST

FIONA HILL

02.21 RUSSIA, THE US, & THE WORLD

STAFF WRITER, THE ATLANTIC

GRAEME WOOD

03.21 THE COMPLICATED US-SAUDI RELATIONSHIP

UNF Herbert University Center | 7 PM | Complimentary Tickets Required

**READY TO BECOME A MEMBER?
SCAN THE ADJACENT QR CODE
TO JOIN THE COUNCIL.** →



skorfhage@bizjournals.com

904-265-2234

NONPROFITS

UNITED WAY OF ST. JOHNS COUNTY SELECTS NEW LEADER



Mark D. LeMaire

The United Way of St. Johns County announced last week that Mark D. LeMaire will be the new president and CEO.

The organization, which serves both St. Johns and Putnam counties, was previously led by Melissa Nelson. She resigned to take a position as president and CEO for United Way of Florida in June.

LeMaire has been with the Community Foundation of Northeast Florida since 2013, where he serves as senior program director. He also has previous leadership experience with the United Way.

During his time with the Community Foundation of Northeast Florida, he directed a \$5 million annual donor

portfolio based on international relief, housing, education and environment. He designed and implemented an annual competitive grant process exclusively for Putnam County and managed St. Johns County donor and grant investments.

“Mark’s extensive nonprofit experience combined with his familiarity with both St. Johns and Putnam counties make him the ideal person to lead our organization,” United Way Board Chair Joe Pickens said in a statement. “When you have a perfect fit, you don’t just think it, you feel it, too. That was the unanimous sentiment of the search committee.”

Lemaire will join the organization on Oct. 3.

“I am honored and thrilled to join this United Way team,” LeMaire said in a statement. “In St. Johns and Putnam counties, United Way plays a unique and vital role in improving our communities. I look forward to working with our board, staff, generous donors and community partners to advance the vision of greater health, education and financial stability for all our neighbors.”

The United Way of St. Johns County serves a growing area where access to affordable housing has been a huge issue as the median sales price of a home has soared to more than \$565,000.

In 2020, the organization expanded its territory to include Putnam County as well after its county chapter was dissolved.

EATERIES

COUPLE BRINGING DOLLY LLAMA STORE TO PONTE VEDRA

A dessert eatery that’s expanding nationally is about to open its first location on the First Coast.

New franchisees Wendy and Josh Popkin will oversee the grand opening of their store Saturday in Ponte Vedra Beach — 830 A1A North, Unit 16.

The couple moved their family from Southern California to Northeast Florida about a year ago. Wendy Popkin said they’ve been busy with all the preparations for getting their new venture started and are happy to finally have an opening date.

“We were Dolly Llama customers when we lived in Los Angeles,” Popkin told the Business Journal. “Our kids loved the food and the ice cream, and so when we moved out here we were like, ‘This would be perfect for the beachside area of Ponte Vedra.’”

The eatery started in 2017 and focuses on artisanal waffles made using traditional European flavors and techniques, which can be filled with ice cream and toppings. Each location offers bubble waffles, ice cream waffle sandwiches, shakes and more.

Looking to grow and retain your business owner clients?

Differentiate your bank.
Add more value.
Deliver better outcomes.

Build trust and nurture confidence
by offering relevant insights on their
largest asset.



BizEquity’s Valuation Software Allows Bank RMs to:



Provide clients real-time valuations and industry benchmarks



Retain, engage and build meaningful client relationships



Deliver owners actionable business performance insights



Find & connect with new potential business owning clients



Scan to learn more

BIZ|EQUITY®
www.bizequity.com

JACKSONVILLE
BUSINESS JOURNAL

giving guide 2021

2022 GIVING GUIDE First Coast Philanthropic Opportunities



Get your organization's message in front of business leaders, potential donors, and volunteers.

JBj's 2022 Giving Guide will provide yearlong visibility to participating Jacksonville nonprofits showcasing their mission, goals, and community involvement. It is an opportunity for nonprofits to tap into the region's leaders who are willing to donate their time, treasure, and talent.

Join these other organizations:



PUBLICATION DATE

November 18

SPACE RESERVATION DEADLINE

October 24

FOR MORE INFORMATION CONTACT

SARA LEUTZINGER POMPOSO | 904-265-2203 | sleutzinger@bizjournals.com

JACKSONVILLE BUSINESS JOURNAL

THE LIST

FAST

Copyright © 2022 American City Business Journals - Not for commercial use

ILLUSTRATION BY CATIE PETERSON/JBJ; GETTY IMAGES

CORNERSTONE SPONSORS



VIP EVENT SPONSORS





VyStar
Credit Union,
a cornerstone
sponsor of
the Fast 50
Awards



VyStar Credit Union is celebrating the honorees and winners for working hard to improve the Jacksonville business community. Your dedication to excellence sets a high standard for others to follow. Congratulations and thank you for everything you're doing!

VyStar is committed to helping your business thrive by providing personal service from a familiar financial partner. Please visit your local VyStar branch or contact Business Services at 904-908-2292 if you are interested in becoming a business member.



Do Good. Bank Better.™



FROM OUR
SPONSOR



Lippes Mathias is proud to serve as the cornerstone sponsor of the Jacksonville Business Journal's 2022 Fast 50 Awards.

It is an honor to work alongside each of this year's honorees within Jacksonville's dynamic business community. Year-over-year growth is a task that requires extraordinary levels of commitment, diligence, and perseverance, and such achievement is more than worthy of recognition.

As a firm following a similar trajectory – one defined by a 1,600 percent increase in total attorneys since 2017 – we relate with the challenges undoubtedly encountered by each of this year's honorees on their paths to success. Now, five years, 17 attorneys and a new Jacksonville office later, we can attest: the ups and downs are worth it in the end, and we wish similar success to the complete lineup of 2022 honorees.

On behalf of Lippes Mathias employees across our entire 10-office footprint, we extend the deepest congratulations to all of the 2022 Fast 50 honorees. Your success inspires our firm to keep pushing for higher achievement and continued growth in Northeast Florida and elsewhere.

FAST 50

TABLE OF
CONTENTS

Advanced Business Solutions 20

All Florida Safety Institute 24

Anti, The 22

ASAP Dental Care 22

Association Partner, The..... 16

Atlantic Logistics LLC 26

Auld & White Constructors LLC 39

Beacon Fisheries and Fisherman's Dock..... 36

Better Homes and Gardens Lifestyles Realty 31

Capital Staffing Solutions Inc..... 21

Carlton Construction Inc..... 18

CashGeeks 20

Chang Industrial 18

Cornerstone Homes 30

Corporate Traffic Logistics..... 22

CrossView Realty 32

Dagmar Marketing LLC..... 32

DLP Capital 24

Drive Logistics 14

E-File.com 26

Fisher Agency 30

Florida Homes Realty & Mortgage LLC..... 29

FreshJax Organic Spices & Corporate Gifting 29

Future Home Loans 18

Haskell Company, The 39

Hurst Company, CPAs, P.A., The 38

IMC Construction Group..... 30

J&W Heating and Air 37

JWB Property Management LLC 31

JWB Real Estate Capital..... 34

Ladson Construction 21

Landmark Title 28

Legacy Trust Family Wealth Offices..... 36

Legends of Real Estate, The..... 28

Malone AirCharter Inc. 28

Mantle Security Inc..... 17

Miller Electric Company 39

Momentum Transportation 32

NDN Companies, The..... 18

NLP Logix..... 25

OnDefend..... 22

RS&H Inc. 39

Russel Rowland Inc..... 26

Scarlett Group, The..... 37

Sensible Recycling Inc..... 30

Spark Inc. 14

Superior Construction Holding Co. Inc. 39

Superior Fence & Rail 17

Supporting Strategies - NE Florida..... 25

Trailer Bridge Inc. 34

Venture Pointe Inc. 28

Vested Metals International LLC 26

Volume Growth Companies..... 39

W. Gardner LLC..... 32

Warren & Company Realty Advisors 16

WJW Associates LTD 38

ABOUT THE HONOREES

This special section honors two groups of the fastest-growing companies on the First Coast. The Fast 50 winners are those companies who saw their revenue surge the most between 2019 and 2021. They are ranked by their average growth rate over that period. We are also spotlighting those businesses that saw the largest growth in pure dollar volume. Companies that are on both lists are so denoted.



Special low rates + No closing costs on commercial mortgages.

Whether you're currently renting your office space or need a bigger building to accommodate your growing business, VyStar has commercial real estate loans to meet your needs with a variety of financing options.

- › Rates as low as 4.88% (Owner-Occupied)*
- › Fixed-rate option for up to 15 years
- › Minimize your risk with a longer amortization period and lower monthly payments
- › Save on fees: no origination fee and no closing costs up to 2% of the loan amount
- › Local underwriting and decision making
- › Cash-out refinance options
- › A team of dedicated commercial lending experts ready to help every step of the way

**Call our commercial lending team
to get started at 800-445-6289 x 2292**



VyStar
Credit Union



Do Good. Bank Better.™



FEDERALLY
INSURED
BY NCUA

*Promotional rates only available for purchase and refinance of non-VyStar Credit Union business real estate loans. Borrower(s) and guarantor(s) must be a VyStar Credit Union member or become one prior to closing. All loans are subject to credit approval, and certain restrictions and limitations apply. For business loans to be eligible for the promotional rates, a complete loan package which includes the loan application, last 3-years of tax returns for the borrower(s) and guarantor(s), last 3- years of financial statements and a signed Personal Financial Statement (PFS) must be received no later than 10/31/2022 to qualify. An owner-occupied loan can be made for a property type where the Borrower occupies at least 51% of the property's leasable space. Pre-payment penalties apply. Promotional rates only apply to business real estate loans with a maximum term of 15-years and a maximum amortization of 25- years and any applicable origination fees. Up to 2% of the loan amount paid towards closing costs. All additional closing costs and related expenses are the responsibility of the borrower and are to be paid at or prior to the closing. All credit union programs, rates, terms and conditions are subject to change at any time without notice. ©2022 VyStar Credit Union.



1



Richard Davis is CEO of Spark Inc.

SPARK INC.

What led you to the point of starting or buying into a company? I quit my job as a writer at an ad agency in Jacksonville to try and work as a screenwriter. Shortly after I quit, I was offered an opportunity to write commercials for the Jaguars as a freelancer. I worked on that during the day and screenplays at night. Then more and more work started coming in. I really enjoyed it and decided starting an agency would allow me to stay in North Florida, which I loved, still be creative, and not have to starve for 10 years trying to sell a script.

What has been the biggest challenge you've overcome as you've grown? Getting comfortable with delegating has been, at times, excruciatingly tough. When we first started, I wrote every ad, managed all the accounts, filmed and edited commercials, estimated ... and cleaned the office toilet. Even as we grew, I wanted to hang on to everything (except cleaning the toilet). With some help from my amazing team, I slowly learned to let go. I realized I was the biggest obstacle to our growth and continue to work really hard at working differently.

What's been the 'secret sauce' that has helped propel your growth? I'm not a big believer in secret sauce. It's just hard work, hiring the right people, keeping promises we make to clients and trying to have fun along the way.

What have you done to keep your company culture strong as you

Growth rate: 158.79%
Industry: Marketing and advertising
CEO: Richard Davis
Year founded: 2004

grow? We went to permanent full remote work during the pandemic. I was worried everyone would develop their own custom mini-culture. I was really surprised that our culture stayed strong. Our team doesn't take itself too seriously. We joke around a lot. We work hard but with carefree attitudes. I think by hiring people who naturally fit our mold and letting them be themselves, our culture is even stronger.

What advice did you receive earlier in your career that has stuck with you as you lead your company? I think I ignored all the good advice. That's why it took us so long to make this list. I'm a much better listener now. I guess that's why we've now made it two of the last three years.

What advice would you have for those who are looking to lead a fast-growing company? Instead of trying to improve your weaknesses, focus on what you're great at and hire smart people to do what you're not passionate about.

2



Michael O'leary is CEO of Drive Logistics.

DRIVE LOGISTICS

What led you to the point of starting or buying into a company? That's a long story, but I reached a point in my career where I knew it was time to make the move from being an executive in the industry to taking on the challenge of starting a company from scratch.

What has been the biggest challenge you've overcome as you've grown? Our biggest challenge has been one we've all shared — from a business perspective, the impact of Covid on our economy, our team and our clients has been immeasurable. The stress that everyone has been living under manifests itself in many ways and continues to be a factor even today.

What's been the 'secret sauce' that has helped propel your growth? Our team is committed to the success of our clients — the truckers that make up our fleet. When you want your clients to be successful it makes building a business much easier.

What have you done to keep your company culture strong as you grow? As a young company, our culture is still evolving and during this challenging time, navigating that evolution takes more effort than ever before.

What advice did you receive earlier in your career that has stuck with you as you lead your company? My grandfather was a successful entrepreneur. I often think back on the conversations we had about business but, more importantly,

Growth rate: 153.47%
Industry: Transportation and logistics
CEO: Michael O'Leary
Year founded: 2016

I think I was influenced by his character. I've been given a lot of advice, but I've always learned more by watching people I admire and learning from their actions.

What advice would you have for those who are looking to lead a fast-growing company? It takes more than a great idea to successfully build a fast growing company — it takes great people. Surround yourself with the best people you can find!

What challenges or opportunities do you see on the horizon and how are you preparing for them? The economic uncertainty we're facing may hit our clients particularly hard — we've developed software that maximizes our truckers' opportunity to realize the highest incomes possible in a given economy. We're here to make our clients successful and count on that making us successful as well.



1,600%

One-thousand-six-hundred-percent since 2017

That's how much #LippesMathias' Jacksonville office has grown in just five years, and we're proud to sponsor the Jacksonville Business Journal's 2022 Fast 50 Awards in celebration of each of the Northeast Florida businesses following a similar trajectory.

lippes.com

New York: Albany, Buffalo, Long Island, New York City, Rochester // **Florida:** Jacksonville
Illinois: Chicago // **Ontario:** Greater Toronto Area // **Texas:** San Antonio // **Washington, D.C.**

Attorney advertising. Prior results do not guarantee a similar outcome.

3 THE ASSOCIATION PARTNER



What's been the 'secret sauce' that has helped propel your growth? Our team is second to none. I'm sure most CEO's would say that, but I have never in my life seen more sales and marketing expertise in a group of people than with this team, and they genuinely want to be the best. There are so many things in the business that I never have to touch or think about and that allows me to continue casting the vision for our future together knowing that we have the team to succeed at anything we pursue. I'll find myself reading a book that was just released by a major sales or marketing guru and catch myself saying "We've been doing those things and even more for two or three years now." It's a great feeling to know we have some of the most brilliant minds in the business, but even more incredible that they're genuinely amazing people with hearts to change the world.

What advice would you have for those who are looking to lead a fast-growing company? Have thick skin, and also a soft heart... If you're unsure of how to do something, go find help! Don't be afraid to admit when someone is better than you at a specific role, task, or job

Growth rate: 125.76%
Industry: Marketing, Advertising & Sponsorship Sales
CEO: Brian Donohoe
Year founded: 2018

in your company. In fact, you should prioritize bringing in and elevating those people in your business and do everything in your power to put them in a place where they can grow personally and professionally. Do not feel like you have to do every job in your company, even if you want to. Do not let your failures define you, and when you mess up, own it. Trust your gut and heart on making big decisions, but also get someone around you who can help you think things through from multiple angles on what could go right and what could go wrong with each of those decisions! Get the right people engaged and involved with your business and then get the heck out of their way, so they can go crush it! Be kind and compassionate, and look out for the interests of others more than you look out for the interests of yourself!

COURTESY THE ASSOCIATION PARTNER

4 WARREN & COMPANY REALTY ADVISORS



AMANDA ROSENBLATT FOR JBJ

CEO Robert Warren and Vice President Simon Garwood

What led you to the point of starting or buying into a company? As a serial business owner I had leased and purchased real estate before becoming licensed myself. I enjoyed the field so much that I decided to pursue the industry as more than just an investor.

What has been the biggest challenge you've overcome as you've grown? Establishing and maintaining relationships with our largest clients as things change and personal at the organizations come-and-go.

What's been the 'secret sauce' that has helped propel your growth? Selectivity, creativity and diligence

What have you done to keep your company culture strong as you grow? Continuing to focus on doing what's in the best interest of our clients ... not necessarily ourselves.

What advice did you receive earlier in your career that has stuck with you as you lead your company? Prospecting and follow up are the life blood of sales. We must remember daily to keep at it.

What advice would you have for those who are looking to lead a fast-growing

Growth rate: 122.51%
Industry: Commercial Real Estate
CEO: Robert J. Warren
Year founded: 2004

company? All we really have in life is our time.... use it wisely and selectively.

What challenges or opportunities do you see on the horizon and how are you preparing for them? Challenges - the inevitable correction in the real estate market. Opportunities - the inevitable correction in the real estate market.



Sustainable Quality Seafood

Seafood Sales – Nation Wide

- Food Service & Retailers

Processing

Distribution & Logistics

Beacon Fisheries has been committed to providing consistent, high-quality, fresh and frozen seafood for 26 years. Our strong overseas relationships and our local docks in Saint Augustine and Fernandina provide us with product consistency even in times of low production. We place high priority on sourcing only sustainable seafood products and we will continue to do so as we serve restaurants, grocers, and other businesses.





Visit Us At
BEACONFISHERIES.COM



We Are A Proven Staffing Agency.

Our business is built on long-lasting relationships, and we take pride in growing our business through these relationships. Since 2000, we've created and nurtured connections between qualified candidates and growing businesses who insist on the right fit when selecting staff.

Headquartered in Jacksonville, Florida, and serving all 50 states from multiple locations, we offer placement options to suit the needs of our clients and candidates. We have the flexibility to modify our recruiting model to suit the needs of every individual client. By implementing this strategy and following our uncompromising values, we are able to excel in our highly competitive industry.

YOUR BUSINESS. YOUR SUCCESS.

OUR PRIORITY.

5 SUPERIOR FENCE & RAIL

What led you to the point of starting or buying into a company? After I left the military, I was approached by a friend from college with the opportunity to be the operating partner of Superior Fence & Rail of North Florida.

What has been the biggest challenge you've overcome as you've grown? Continually breaking the business apart and putting it back together as we grew out of our processes and procedures.

What's been the 'secret sauce' that has helped propel your growth? Maintaining a clear vision of where I want the company to be in three to five years, building an exceptional team around me, and leveraging technology to the fullest extent.

What have you done to keep your company culture strong as you grow? Continually communicating our values to the team and living those values in my day to day interaction

What advice did you receive earlier in your career that has stuck with you as you lead your company? No one ever grades you on the top line (except the JBJ Fast 50). Stay focused on the

Growth rate: 105.96%
Industry: Construction
CEO: Zach Peyton
Year founded: 2009

bottom line and make sure you're company is financially healthy and positioned for growth.

What challenges or opportunities do you see on the horizon and how are you preparing for them? There are some macroeconomic headwinds and consumer confidence is in the gutter. Locally, we're focusing on expanding to metal fabrication and commercial fence installation to mitigate the drop in demand on the residential side. Nationally, we're focused on accelerating our gain of market share in the new locations we're opening.

Is there anything else we should know? Superior Fence & Rail is the nations first successful fence franchise, with 74 locations in 27 states and growing rapidly.

6 MANTLE SECURITY INC.



What led you to the point of starting or buying into a company? The freedom to creatively innovate, build ideas, and work alongside a team to make it real life.

What has been the biggest challenge you've overcome as you've grown? Work/life balance. With six kids and five businesses, I have to make sure I focus on being present and scheduling my time efficiently while being realistic with the expectations that I put on myself.

What have you done to keep your company culture strong as you grow? We find the right people and care about them, their families, and their dreams. We have fun as a team once a quarter and everyone takes a few hours out of their work day to hit Top Golf or an escape room. Even the little things like making sure that their favorite snacks are delivered to their office or having a cleaning company clean the office and relieve them from having to worry about it- all make a difference. My favorite is when one of them shares their dream or idea and it aligns with one of the company's visions. We get to build a plan and invest in them, both of us living out our dream.

What advice did you receive earlier

Growth rate: 102.95%
Industry: Construction Technology
CEO: Rick Phillips
Year founded: 2017

in your career that has stuck with you as you lead your company? "Not everyone will care as much as you do." Terrible advice! The truth is that if you love your team and build their dreams, while they help you build yours, they will care as much or more than you.

What advice would you have for those who are looking to lead a fast-growing company? Make sure that you enjoy it. Fast-growing companies can tend to move so quickly that they drag their founders behind it causing exhaustion and discouragement. Make a plan and execute. That plan will keep you from feeling overwhelmed. Take care of yourself. Whether it's working out, or other hobbies — invest in you! Be vulnerable while learning to set healthy boundaries. Never be afraid to say "No". It can save your company and your reputation.

AMANDA ROSENBLATT FOR JBJ

SOLUTIONS-DRIVEN,
TECHNOLOGY-FOCUSED,
INNOVATION HUB

CHANG INDUSTRIAL
FAST 50
TECH AWARDS
Daily Record
TOP ENTREPRENEUR

changindustrial.com

LEGACY TRUST
Family WEALTH OFFICES
20th Anniversary

Serving our member families, Legacy Trust defines the family office experience and ensures for our clients a meaningful legacy.

Legacy Trust Family Wealth Offices
4200 Marsh Landing Boulevard, Suite 100
Jacksonville Beach, FL 32250
904-280-9100

7



COURTESY THE NDN COMPANIES
Shawna Newman

THE NDN COMPANIES

Growth rate: 96.31%
Industry: Environmental Consulting
Principals: Shawna Newman and Geoff Reichold
Year founded: 2015

What led you to the point of starting or buying into a company? I really wanted an opportunity to succeed to my potential. When I was working for others, I had to live by someone else's goals and agendas and was measured by things I did not value in the same way they did. I value time more than money, specifically, time with family. I knew it was possible to be a successful professional and also have my family time. The NDN Companies was built on the foundation of family time.

What has been the biggest challenge you've overcome as you've grown? People. The hardest thing to do is find people that have the same mentality, vision, drive, and positive attitude that we have as a company. We have taken some bumps and bruises along the way, but we have figured out that the best thing you can do for everyone involved is part ways with people who are a bad fit, even if it means more stress. In the long run, it is healthier for the team.

8



AMANDA ROSENBLATT FOR JBJ
Principal Matthew Chang and Program Manager Kate McAfoose.

CHANG INDUSTRIAL

What led you to the point of starting or buying into a company? I was fired! I had always wanted to open my own firm, however I was wrapped up in important roles at companies and responsible to customers and employees. The division I led at a company was eliminated and I had my chance to open my own firm!

What has been the biggest challenge you've overcome as you've grown? How to integrate moral principles, my personality, and leadership into the formation of a company.

What's been the 'secret sauce' that has helped propel your growth? We are a Christian company and have our faith and our future rooted in Christ.

What have you done to keep your company culture strong as you grow? We value people and we hire for the

Growth rate: 90.88%
Industry: Automation Engineering
CEO: Matthew Chang
Year founded: 2017

person, not the role. We live out our values of generosity and integrity. We allow all team members to work remotely and choose their own work hours.

What advice would you have for those who are looking to lead a fast-growing company? Study the LEAN start-up. Empower your team. Hire for the person, not the role. Know your values and your "north star" and build that into the company. Align your company goals with other demands, such as family, spirituality, and health.

9



AMANDA ROSENBLATT FOR JBJ
CEO Robert Lynn.

FUTURE HOME LOANS

Growth rate: 90.02%
Industry: Finance
CEO: Robert Lynn
Year founded: 2017

What's been the 'secret sauce' that has helped propel your growth? Staying in the weeds of the business and leading from the front. Having a culture where our team knows we would never ask anyone to do anything we aren't doing ourselves.

What advice did you receive earlier in your career that has stuck with you as you lead your company? Believe in yourself. If you are going to have others trust, respect, and follow you, you better believe in yourself. The other side of that advice was to keep your ego in check. Confidence can turn into arrogance in the blink of an eye and arrogant leadership is a culture killer.

What advice would you have for those who are looking to lead a fast-growing company? Be really good at what you want to do. Make sure you are keeping track of the details, because once you delegate something and take your eye off the ball the it's not going to be done with your passion. The best leaders are fanatical about the details.

10

CARLTON CONSTRUCTION INC.

What led you to the point of starting or buying into a company? For me, Carlton Construction is all about a team of talented construction and design professionals creating buildings and spaces that enrich the lives of our clients. That vision has stayed with me since I first founded our company in 2005. I was ready to work toward more than just the next deadline or paycheck – and dreamed of collaborating with partners whose visions exceeded four walls and a roof.

What advice would you have for those who are looking to lead a fast-growing company? I've said it before, but it truly is the team who makes Carlton Construction what it is today. We deliver – every day – a culture that supports success, invests in the future of our employees and their development, and provides them the ability to work on projects they can be proud of for the rest of their career. We believe that so wholeheartedly that it's in our mission: to equip our employees

Growth rate: 85.18%
Industry: Construction
CEO: Matt Carlton
Year founded: 2005

with the right processes and continual training to understand and deliver what our customers want. Without people, at the end of the day, a company is just an idea – but the people we surround ourselves with, they're the foundation.



AMANDA ROSENBLATT FOR JBJ

Proud to grow along with the community we call home.



Since moving to Jacksonville in 1987, we've completed **more than 377 infrastructure projects in the area.** From I-10 to the First Coast Expressway, we look forward to helping our region thrive through innovative solutions.

[SUPERIORCONSTRUCTION.COM](https://www.superiorconstruction.com)

THIS IS SUPERIOR CONSTRUCTION.



JBJ Interchange

TRANSPORTATION | TRANSIT | EMERGENCY RESPONSE | INDUSTRIAL | MARINE | ENERGY | WATER



© 2022 Superior Construction. All Rights Reserved.



11 ADVANCED BUSINESS SOLUTIONS

What has been the biggest challenge you've overcome as you've grown? Finding people that have the same passion when it comes to assisting clients and solving their problems they may have. We have been blessed with a wonderful group that truly loves their jobs and serving the community.

What's been the 'secret sauce' that has helped propel your growth? Teamwork and feeding off ideas from the staff. Surrounding myself with people that not only have talent, but also have wonderful ideas.

What have you done to keep your company culture strong as you grow? We have staff parties and trips, brainstorming meetings with all employees along with one on one with the owner meetings for each employee. As the owner, I love to see what our staff likes and doesn't like and take that data when processes are implemented.

What advice did you receive earlier in your career that has stuck with you as you lead your company? "Running a business can be like holding a grizzly bear by the tail; You hold on and it will drag you to death

Growth rate: 78.46%
Industry: Office Equipment Sales & Service, Managed Print, Managed IT and VOIP Systems
CEO: Adam W. Gregory
Year founded: 2015

but if you let go, it will turn around and eat you!" Short of it, always fight to be prepared for the expected and unexpected in every situation. Told to me in 2004 by my great friend and mentor, Rodney Hall from Marietta, Georgia.

What advice would you have for those who are looking to lead a fast-growing company? Be flexible! Everyone's business is different in so many ways. Find what fits you. Listen and take advice but understand that not every piece of advice will fit for your style. In short, follow your road as advice comes from the sidewalk.

12 CASHGEEKS

What led you to the point of starting or buying into a company? What truly led me into starting in real estate is a desire to attain hard assets that provide cashflow. Also, the keen capability to figure things out that other people can't.

What has been the biggest challenge you've overcome as you've grown? Finding the balance between developing and growing leaders. Helping my team to attain financial and time freedom, or developing the desire to want it, while being committed and excited to work here. We are fortunate that our team leaders like us and believe in us, so I naturally want to give back to them.

What advice did you receive earlier in your career that has stuck with you as you lead your company? One of my older brothers always told me to try to anticipate what someone needs before they need it. An example of this was when I would help my older brother do construction projects around the house. He would always want me to anticipate the next tool he would need me to pass him without him having to tell me.



AMANDA ROSENBLATT FOR JBJ
Dominick Felix and Gonzalo Corzo, co-founders of CashGeeks.

Growth rate: 77.38%
Industry: Real Estate
CEO: Dominick Felix
Year founded: 2017

What advice would you have for those who are looking to lead a fast-growing company? they need to be ready to work hard, for years, gradually converting that into working smarter, but never replacing hard work. be diligent, onboard great people and never settle for anything less than the best!

Thank you

to both our employees and clients.



scarlett|group

scarlettculture.com

scarlett|cybersecurity

scarlettcybersecurity.com



FROM ONE OF THE FASTEST GROWING COMPANIES IN OUR INDUSTRY TO ONE OF THE FASTEST GROWING ON THE FIRST COAST, THE ASSOCIATION PARTNER IS GRATEFUL TO CALL THE FIRST COAST HOME!

WE'RE HIRING TOP SALES TALENT!

 careers@theassociationpartner.com

 THE ASSOCIATION PARTNER

13 LADSON CONSTRUCTION



What's been the 'secret sauce' that has helped propel your growth?

Simply taking action. When people begin to stall, this is when confusion sets in. Confusion is randomness in motion, and the best way to beat that is by moving forward. When in doubt you are confused, just keep moving. The secret sauce is a proprietary blend so there is not one thing that makes the sauce a secret.

What have you done to keep your company culture strong as you grow?

Scaling at the rate that we have has not been easy. The challenge with scaling a company quickly is maintaining alignment across the board with our values and vision as a company. We have done an incredible job on listening to people and taking action from any sort of feedback provided. We are careful on how we hire and who we hire. Our group is a close-knit group and it's important to not lose that.

What advice did you receive earlier in your career that has stuck with you as you lead your company?

Have a humble spirit and represent yourself using spiritual values. My everyday decisions all start and end

Growth rate: 75.13%

Industry: Construction

CEO: Jessie Ladson

Year founded: 2018

with what He has planned. It took years for me to realize the amount of patience and understanding to take to run a successful company but no matter how bad or good it gets, maintain a humble spirit

What advice would you have for those who are looking to lead a fast-growing company? Build a solid foundation of leadership because as you scale and grow, your time begins to get pulled in many directions. Before you know it, you have very limited time to focus on what you actually should be doing and this will jeopardize a company's success if you are not prepared. So make sure the company foundation is built and a leadership team is established.

14 CAPITAL STAFFING SOLUTIONS INC.

VOLUME RANK: 9

What has been the biggest challenge you've overcome as you've grown?

In keeping up with our growth, the biggest challenge we have faced is staying aligned with our core values and culture. We always want to ensure that customer service is our main priority, so we strive to make sure that remains our focus by addressing client needs in a timely manner, maintaining open lines of communication, and reinforcing a customer first approach.

What's been the 'secret sauce' that has helped propel your growth? We have been very fortunate throughout the past nineteen years to have exceptional employees.

What have you done to keep your company culture strong as you grow? We are always striving to meet the needs of the people that make our company what it is. In doing so, we look to them for constant feedback and input regarding our day to day business. Our business requires long hours and even longer workdays so we try to keep it fun with office gatherings

Growth rate: 67.92%

Dollar volume growth: \$44 million

Industry: Staffing

CEO: Alex Campbell

Year founded: 2003

and out of office get together, looking to always maintain that "work hard, play hard" mentality.

What advice did you receive earlier in your career that has stuck with you as you lead your company?

I learned at a young age from my grandfather that the world stops for no one. He told me that I would be faced with many challenges, but that it was how I overcame those challenges that would determine my path.

What advice would you have for those who are looking to lead a fast-growing company? Be open to advice and understand that you may not always have the answers.

AMANDA ROSENBLATT FOR JBJ

WJW...The name that shouts logistics



WJW services all of your logistics needs by combining 40 years of operating experience with the latest technology you expect from a premier service provider. As a full service company, we provide nationwide and international transportation services.



904.424.5841
www.wjwltd.com

- ▶ Flat, step, double drop, van or conestoga
- ▶ \$1MM of cargo insurance
- ▶ Dedicated truckload solutions
- ▶ Every load tracked
- ▶ Covering the United States, Canada and Mexico

15



AMANDA ROSENBLATT FOR JBJ
CEO Chris Freedman and CTO Ben Finke, co-founders of OnDefend

ONDEFEND

What led you to the point of starting or buying into a company? I have been a life long entrepreneur and have wanted to change the world in a positive way!

What has been the biggest challenge you've overcome as you've grown? Creating SaaS solutions and building a software division from a company that originally focused on consulting services. Also, moving to a channel partner focus from direct customer sales.

What's been the 'secret sauce' that has helped propel your growth? Creativity in analyzing markets, finding niches that allow for rapid growth and executing on strategy.

What have you done to keep your company culture strong as you grow? Hiring based on our core values, focusing energy toward our common mission and treating ever team member as an equal.

Growth rate: 66.97%
Industry: Cyber Security
CEO: Chris Freedman
Year founded: 2015

What advice did you receive earlier in your career that has stuck with you as you lead your company? Listen to the markets, learn from your team and focus on your mission.

What advice would you have for those who are looking to lead a fast-growing company? Find complimentary founders, hire diverse leaders, find a niche that allows for quick vertical growth and have a true passion for what you do.

16

ASAP DENTAL CARE

Growth rate: 65.4%
Industry: Health care
CEO: Tim Tursonoff
Year founded: 2005

What led you to the point of starting or buying into a company? Saw a need for same-day dental care in north Florida. Started the company from scratch.

What has been the biggest challenge you've overcome as you've grown? People training and development.

What's been the 'secret sauce' that has helped propel your growth? Making sure that everyone on the team is on the same page.

What have you done to keep your company culture strong as you grow? We believe and subscribe to kaizen principles of continuous improvement. Making sure that everyone in the organization operates with this in mind everyday makes a huge difference in out organization.

What advice did you receive earlier in your career that has stuck with you as you lead your company? Always take care of your people — you will either pay them now or you will pay them later.

What advice would you have for those who are looking to lead a fast-growing company? Always stay humble. Even if you get very successful early on. Only the humble and paranoid survive.

17



COURTESY CORPORATE TRAFFIC
CEO Chris Cline

CORPORATE TRAFFIC LOGISTICS

VOLUME RANK: 5

Growth rate: 63.85%
Dollar volume growth: \$85.7 million
Industry: Transportation and Logistics
CEO: Chris Cline
Year founded: 1992

What led you to the point of starting or buying into a company? My father owned a trucking company where we grew up in Oklahoma so I was raised in the business. When I left school, I knew that I wanted to continue my family's legacy by starting my own company.

What's been the 'secret sauce' that has helped propel your growth? It may sound cliché, but it truly is about excellent customer service. Early on, we always said to each other 'Never Settle', which soon became a company motto. What that means is that we never settle for doing what's right and what's best for our customers. It was a foundation for our company and continues to be our focus today.

18 THE ANTI

What's been the 'secret sauce' that has helped propel your growth? Focusing on our employees. I feel like if you put your employees first, the customers will be taken care of.

What have you done to keep your company culture strong as you grow? Weekly meetings with HR. Daily meetings with employees. Never losing touch with the human side of everyone.

What advice did you receive earlier

in your career that has stuck with you as you lead your company? Be authentic. No one can be you better than you. I am me. Every day.

What advice would you have for those who are looking to lead a fast-growing company? Obsess on your culture. When you do, your team are like ants. They carry more than their weight.

What challenges or opportunities do you see on the horizon and

Growth rate: 59.61%
Industry: IT Consulting
CEO: Wayne Chattaway
Year founded: 2017

how are you preparing for them? Recession. Our clients are across every industry so there is no way some won't be affected. Keeping a close eye on the early indicators will be key.



Enhancing the Employee Experience on the ServiceNow Platform.

OUR SERVICES

ServiceNow Deployment Readiness

We help companies design HR business processes that for the "work from anywhere" world we are all living in today. This includes persona creation, employee experience design, and portal wireframing.

ServiceNow Implementations

We help companies successfully implement & deploy the ServiceNow Employee Workflow suite. Projects include Case & Knowledge, Employee Service Center, Onboarding & Transitions, Legal, and Workplace Services.

ServiceNow Continuous Development

We believe that go-lives are just the beginning. The more that see the ServiceNow platform, the more they want it to do. This subscription offering includes advisory services, product enhancements, and upgrade support.

ServiceNow Training

We help enable users of the NOW platform by facilitating training for our customers. Classes include HR Fundamentals, Scripting, and Application Development.

WHAT WE DO

We help our customers get the most out of their ServiceNow investment, with deep experience in planning, deploying and innovating.

We are all about ServiceNow HR Service Delivery and HR Expertise

We've completed 200+ HR projects and as a result, have become ServiceNow's go-to partner for the employee workflow suite. Here are some local Customers we've helped...



Want to learn more? We'd love to hear from you!

✉ aloha@theanti.com | 🌐 theanti.com

19 DLP CAPITAL

VOLUME RANK: 2



What led you to the point of starting or buying into a company? DLP stands for Dream, Live and Prosper. It is our founding purpose and what inspired me to start this company. Our mission is to lead and inspire the building of wealth and prosperity in the lives of 10 million people.

What's been the 'secret sauce' that has helped propel your growth? We make sure our people know they are the No. 1 priority. We invest in, empower, support and develop our people. We celebrate their successes and inspire them to dream, live and prosper. One of DLP's core values is the 20-Mile March. This term was coined by Jim Collins in the book Great by Choice, and refers to a strategy that we use to maintain consistent level performance day after day, month after month, year after year, regardless of the prevailing conditions. Our team utilizes this concept in the DLP Elite Execution System, when setting seven year, one year, quarterly, weekly and daily performance goals, and then

Growth rate: 59.58%
Dollar volume growth: \$173.4 million
Industry: Real Estate
CEO: Don Wenner
Year founded: 2006

Marching towards that goal each day, never veering off course.
What advice did you receive earlier in your career that has stuck with you as you lead your company? Outwork everyone else and success is inevitable.
What challenges or opportunities do you see on the horizon and how are you preparing for them? DLP Capital stays true to our vision and our core values. This is how we overcome any challenges and prepare for new opportunities. We will not skirt accountability. We will not make decisions that are counter to our Core Values. We will not allow our people to not feel appreciated.

COURTESY DLP CAPITAL

20 ALL FLORIDA SAFETY INSTITUTE

What led you to the point of starting or buying into a company? Too many of our kids' friends and peers died from auto accidents, and we were not happy with the current drivers education program

What has been the biggest challenge you've overcome as you've grown? While we have had many hurdles to overcome, recovering from the financial drama of Covid from shut downs, to new processes, to soaring fuel and auto prices and to expectations by employees and customers ... we have been chasing our tail since March of 2020 trying to find 'good' money to be able to continue to grow and add more jobs to fulfill our mission to save lives.

What have you done to keep your company culture strong as you grow? We focus on our mission and remind our team from the leadership down that our students come first

What advice did you receive earlier in your career that has stuck with you as you lead your company? One of the most important pieces of advice has been to value people more than you value results, if you value the results first you will lose people but

Growth rate: 55.38%
Industry: Education
CEO: Mark Allen
Year founded: 2015

if you value the people you will gain results
What advice would you have for those who are looking to lead a fast-growing company? Have faith in God and confidence in your business plan; just like in your faith you have to be ALL-IN. Be prepared to handle tough times and remember as much as you love all your vendors, landlords and lenders they will be the first to turn on you and stuff your head in the sand when the going gets tough. It will all work out, don't let the squeaky wheel drive you to panic, have faith and if its in God's plan it will come together when you most need it.

CASHGEEKS
Home Buyers

Cash for houses

1,000+ Properties purchased since 2017

\$125+ Million of real estate transacted by our team

Call for an offer today!

904-420-4001

www.CashGeeks.com

Sell the easy way

Founded in Jacksonville in 2017

Northeast Florida's Preferred Residential AC Provider since 1966

Proud To be a 2022 Fast 50 Company

J&W HEATING AND AIR

AC Installation | HVAC Repair | Maintenance | Indoor Air Quality

(904) 746-4268 | **JandWHeatingandAir.com**

Veteran Owned - Military Discount Available
State License #CAC1815399

21 SUPPORTING STRATEGIES - NE FLORIDA

What has been the biggest challenge you've overcome as you've grown?

Of course, finding talented team members is a challenge, but learning to adapt the company structure as we grow has been the biggest constant challenge. When the company is growing, making the time to stop and think about "how can we keep the employees happy?", and "how can we ensure our clients are being served well?" is not easy. We are not the same company today then we were even a few years ago. We are constantly changing. We have low employee turnover and we have exciting year over year revenue growth. So far, we have managed to overcome.

What advice would you have for those who are looking to lead a fast-growing company?

I would encourage others to be ready to learn and change - it took me a while to understand that. Part of that is surrounding yourself with people who are not only smarter than you, but that have different skill sets and thinking than you. You can't grow and learn if you believe you are the smartest one in the room.

What challenges or opportunities do you see on the horizon and how are



AMANDA ROSENBLATT FOR JBJ

CEO Peter Denholm

Growth rate: 53.79%

Industry: Accounting & Bookkeeping General Services

CEO: Peter Denholm

Year founded: 2014

you preparing for them? Learning how to manage the business in an inflationary environment and/or an economic recession will be our next challenge. We will need to make sure our team members are compensated fairly in this new environment and our clients compensate us fairly. It will be an interesting balance.

22 NLP LOGIX

What has been the biggest challenge you've overcome as you've grown? Forecasting growth and resource planning.

What's been the 'secret sauce' that has helped propel your growth? Focus on client delivery and maintaining a high Net Promoter Score

What have you done to keep your company culture strong as you grow? Keep the focus on team and not individuals

What advice did you receive earlier in your career that has stuck with you as you lead your company? Don't ask one of your teammates to do something that you are not willing to do yourself.

What advice would you have for those who are looking to lead a fast-growing company? Keep the focus on delivering for your clients.

What challenges or opportunities do you see on the horizon and how are you preparing for them? I think there is going to be significant challenges ahead in the economy but it should create automation opportunities for us. We are preparing



AMANDA ROSENBLATT FOR JBJ

Matt Berseth, co-founder and chief information officer

Growth rate: 50.76%

Industry: Information Technology

CEO: Ted Willich

Year founded: 2011

by optimizing our delivery resources including investing in automation for internal purposes.



We Bring Your Dream Home to Life



CornerStone Homes customizes every home using our experiences and your unique perspective.

The result is a beautiful, thoughtfully designed custom home you'll love to call your own.

MyCornerStoneHomes.com

MARK DOWNING
904-219-8990
12276 San Jose Boulevard
Suite 423
Jacksonville, FL 32223
CBC1260104



FAST 50

Selected as 1 of the 50 Fastest Growing Companies in Jacksonville!

Congratulations to all the nominees selected for the 2022 Jacksonville Business Journal's Fast 50!



RELOCATION SERVICES

Builder Developer Services

LUXURY COLLECTION

Commercial Division

Jacksonville Beach | 1236 3rd Street South, Jacksonville Beach, FL 32250 | (904) 595-5959
San Jose | 6018 San Jose Blvd. West, Jacksonville, FL 32217 | (904) 731-7900

www.thelegendsofrealestate.com

23



AMANDA ROSENBLATT FOR JBJ
Vice President of Engineering Adam Russell, CEO Jackie Rowland and CFO Parker Rowland, who co-founded the company.

RUSSEL ROWLAND INC.

What led you to the point of starting or buying into a company? We've always had the entrepreneurial spirit and drive to build something new and exciting. With the expansive growth in construction in Northeast Florida over the last several years, there was a need in the market for additional structural engineering firms. There was enough work that engineering firms were turning work away, so this is what pushed us to take a leap of faith and start our own company.

What's been the 'secret sauce' that has helped propel your growth? Our team members are everything, we would not have accomplished what we have so far without them. Being in a service industry, we do not have tangible products to sell, we are selling our people and knowledge so exceptional

Growth rate: 49.36%
Industry: Construction
CEO: Jackie Rowland
Year founded: 2018

customer service and reputation are paramount. Our great team enables us to be client centric allowing for meaningfully relationships with clients to bring their designs to life and tailor their engineering to meet their individualized needs.

What advice did you receive earlier in your career that has stuck with you as you lead your company? Your reputation is everything, each and every touch point with clients, associates, and team members either reinforces or diminishes your reputation.

24



AMANDA ROSENBLATT FOR JBJ
CEO Aaron Rosenthal

E-FILE.COM

Growth rate: 46.54%
Industry: Tax Preparation
CEO: Aaron Rosenthal
Year founded: 2011

What has been the biggest challenge you've overcome as you've grown? As a small business, we can't do everything in house, we must leverage outsourcing and strategic partnerships. Identifying the right partners who can scale and provide service that meets our standards, is one of the biggest challenges my business has faced.

What's been the 'secret sauce' that has helped propel your growth? Identifying what I feel my business does better than our competitors and concentrate our resources on that.

What advice did you receive earlier in your career that has stuck with you as you lead your company? It wasn't so much advice as it was watching a former employer and how much emphasis the owner put on the value of his own time. I learned that as a business owner there will never be enough time. You must focus your attention and resources on where it can be the most impactful.

25



AMANDA ROSENBLATT FOR JBJ
CEO Robert Hooper Jr.

ATLANTIC LOGISTICS LLC

Growth rate: 46.46%
Industry: Logistics
CEO: Robert Hooper Jr.
Year founded: 2001

What's been the 'secret sauce' that has helped propel your growth? Our 'secret sauce' has always been to provide exceptional service. Our people, processes and technology have always been focused on making working with Atlantic to be an enjoyable, painless experience. Logistics is difficult, there are constant challenges, and it is our focus on service that has set us apart from the competition.

What have you done to keep your company culture strong as you grow? This has been challenging. The dynamics have changed greatly as we have grown. While we still have very low turnover, that turnover has increased as we have expanded. We strive to keep the small company feel by being connected with the employees, customers, and our carriers. It requires constant vigilance to make sure that we don't lose our way and provide a place where team members care for one another and seek each other's success.

26

VESTED METALS INTERNATIONAL LLC

What steps do you take to keep your company culture strong? We've really tried to hire slow, even as we've grown. Doubling your headcount in 18 months — that's a shock to the system. But we've really tried to take our time with adding teammates and making sure that the folks we have who have just integrated so well together, that we're bringing like minded people on that want to come alongside us.

What advice would you have for other companies that are looking to grow at a rapid pace? We've taken an enterprise level mentality and said, how do we be a healthy organization 10, 15, 20 years from now — how do we set this up to be a living, breathing entity, that is a driving force in our community for decades to come. Sometimes that means the things you have to do today are the quick and easy things that drive just short term success. But a long-term sustainable

Growth rate: 44.15%
Industry: Manufacturing
CEO: Viv Helwig
Year founded: 2014

planning mentality is something that I would just tell everybody to keep that in mind. Know your end goal today, and work towards that, and always keep that sustainability in mind.



COURTESY VESTED METALS



“Working Together Providing Solutions”



When Will Gardner, Jr., Elliot Jones and Tom Unger formed W. Gardner, LLC (a Sitework, Underground Utility and Fire Line Contractor) in 2017 with an initial vision of a gradual growth of revenue and at the core a devotion to taking care of clients, employees and vendors like no other Contractor in Northeast Florida. At that core W. Gardner, LLC embraces the motto “Working Together, Providing Solutions”. We believe that embracing this motto has fast-tracked our growth of employees, clients and revenue over that past 5 years. From warehouses, subdivisions, apartments, solar fields and other ventures W. Gardner, LLC has displayed its ability to plan and execute a variety of projects.

4929 Atlantic Blvd, Jacksonville, FL 32207 • (904) 801-2121 • www.gardnerland.com

27



AMANDA ROSENBLATT FOR JBJ
CEO David J. Heekin

LANDMARK
TITLE

Growth rate: 43.42%
Industry: Real Estate
CEO: David J. Heekin
Year founded: 2005

What led you to the point of starting or buying into a company? A desire to build a company around my vision for what a real estate closing should be. At Landmark Title our closings are “Fast, Fun, and Flawless.” Two out of three is not acceptable and our employees know this and work hard to make sure we hit all three targets on every closing.

What has been the biggest challenge you’ve overcome as you’ve grown? Keeping up with the demand for our services without letting the quality of them slip. Also managing the highs and lows of the real estate market - not only seasonally, but also cyclically like the recession we’re currently in.

What’s been the ‘secret sauce’ that has helped propel your growth? Our company culture is very strong and our employees all know our “why.” Everyone is aligned with company goals and works in concert to accomplish them.

28

THE LEGENDS
OF REAL
ESTATE

Growth rate: 43.24%
Industry: Real Estate
CEO: Audrey Lackie
Year founded: 2013

What led you to the point of starting or buying into a company? I wanted to have control over my future and to create an environment for others to become successful and financially independent.

What has been the biggest challenge you’ve overcome as you’ve grown? Personally, it has been delegating. I remind myself constantly to stay true to my vision and mission. As the company grew I made sure to find the best people to fill the positions to support the team.

What’s been the ‘secret sauce’ that has helped propel your growth? FOCUS. Always to focus on how we can improve and become better. I don’t worry about what my competition does...I stay aware, but I focus on self improvement year after year. I focus on what we do.

What have you done to keep your company culture strong as you grow? Treat my team the way THEY want to be treated. Be transparent, authentic, respectful and to have empathy.

What advice did you receive earlier in your career that has stuck with you as you lead your company? Never lose sight of who your customer is...We have two...the consumer and our associates. Always do the right thing!

29



AMANDA ROSENBLATT FOR JBJ
CEO Jim Satterwhite

VENTURE
POINTE INC.

What’s been the ‘secret sauce’ that has helped propel your growth? Culture and People. Adapting our growth to continue to support our core culture and what has brought us success, while growing and adapting to new employee needs, clients needs and the every changing technology market.

What have you done to keep your company culture strong as you grow? Collaboration!!!! Involve everyone is most everything. We meet and communicate with each employee on a daily basis. What are their needs, where can they be assisted, are we sharing the same priorities globally.

What advice did you receive earlier in your career that has stuck with you as you lead your company? Lead from example. ALWAYS own your mistakes or bad decisions. They

Growth rate: 39.46%
Industry: Technology - Managed Service Provider
CEO: Jim Satterwhite
Year founded: 2012

happen to everyone.

What advice would you have for those who are looking to lead a fast-growing company? This can be very rewarding both personally as well as professionally. But also understand the responsibility and dependence that comes with it as well. Part of everyday should be focused on how to better support your staff, show appreciation and communicate how their success directly impacts the company as well as the person sitting next to them.

30 MALONE AIRCHARTER INC.

What’s been the ‘secret sauce’ that has helped propel your growth? First and foremost, my team. Our expertise, passion for aviation, and elite level of customer service create a service that our clients trust and come back for.

What have you done to keep your company culture strong as you grow? Trust. My team is my superpower. I trust them implicitly and take every opportunity to invest in them and show appreciation for what they bring to the

table each and every day.

What advice did you receive earlier in your career that has stuck with you as you lead your company? Melinda Malone once told me not to go for the “job” but to push for the “career,” instead. This mindset has been at the forefront of my own growth and my approach to helping others grow as well.

What advice would you have for those who are looking to lead a fast-growing

Growth rate: 39.4%
Industry: Travel
CEO: Cristine Kirk
Year founded: 2002

company? Don’t take “NO” for an answer. You may have to find a different person, avenue, process, place, timeline...but keep pushing for that “YES” until you get it!



AMANDA ROSENBLATT FOR JBJ

31 FLORIDA HOMES REALTY & MORTGAGE LLC



What's been the 'secret sauce' that has helped propel your growth? The core element that has driven our growth is our commitment to always put our agents real estate career first. Making sure that we support them with the best and most supportive environment possible in the industry.

What strategic choices have you made that led to your fast pace of growth? Always putting our agents first and helping them build their business has been one of the strongest choices that we continue to do that grows our firm.

What lessons have you learned about leadership through running a fast-growing company? Always invest in your firm, staff and what is necessary for the customer before yourself.

How will you continue growing over the coming five years? We will continue with our same philosophy of "our customers first" as we move forward these next five years.

How do you keep your company culture strong while growing quickly? We continually invest in supporting the multicultural diversity

Growth rate: 36.73%
Industry: Real Estate
CEO: James Angelo
Year founded: 2008

in our company with the programs we teach and the policies that make us who we are. Every employee has a voice and is able to contribute in making our company better, giving everyone a sense of pride in themselves, their positions and the company. People over profit!

32 FRESHJAX ORGANIC SPICES & CORPORATE GIFTING

What led you to the point of starting or buying into a company? I was 33 years old when my doctor diagnosed me with a stomach ulcer and cholesterol of 300. He told me that I was on track to have a heart attack at any moment unless I changed my ways, so he taught me how to clean up my diet. Eating healthy is bland and boring, so I went to my spice cabinet only to find that my favorite seasonings were loaded with MSG, anti-caking chemicals, chemical dyes, and radiation. My wife and I started buying bags of organic spices and mixing them in creative ways and we found that our seasonings wound up transforming healthy food into delicious meals. That's when FreshJax was born when we decided to help others on their journey. We are a small family Christian business on a mission to help kids in need by donating a meal to a child in need with every gift set sold, partnering with Hunger Fight here in Jacksonville.

What has been the biggest challenge you've overcome as you've grown? For a period of time I allowed the company to drift away

Growth rate: 35.71%
Industry: Corporate Gifting, Manufacturing, Consumer Goods
CEO: Jason McDonald
Year founded: 2011

from our Christian roots so I joined C12 (Christian based CEO roundtable group) and we have realigned the company to focus on our core Christian values centered on integrity.

What's been the 'secret sauce' that has helped propel your growth? Faith in God above all else. Jesus Christ is the true CEO of our company.

What have you done to keep your company culture strong as you grow? We are in the process of brining in new investors who believe in our mission to help others, or core Christian values centered on integrity (doing what is right no matter what the cost), and people over profits.

What advice did you receive earlier in your career that has stuck with you as you lead your company? Love your neighbor as yourself.

COURTESY FLORIDA HOMES REALTY

BEST SEAT IN THE SKY.

Malone AirCharter

The Southeast's Premier Jet Charter. Providing exceptional personal air charter services for comfort, convenience and safety without all of the hassle.

904.425.0325 | At JAX International Airport
14000 Pecan Park Road
Jacksonville, Florida 32218

www.MaloneAirCharter.com

STOP PAYING FOR DATA SECURITY AND ELECTRONICS RECYCLING

all of Our Services are FREE!

VETERAN OWNED BUSINESS **ACCREDITED BUSINESS** **A+**

904.253.3482
www.sensiblerecycling.com

SENSIBLE RECYCLING
Computer/Electronics Recycling and Hard Drive Shredding

33



AMANDA ROSENBLATT FOR JBJ
CEO Aaron Enos

**SENSIBLE
RECYCLING
INC.**

Growth rate: 35.03%
Industry: Recycling and
Waste Management
CEO: Aaron Enos
Year founded: 2016

What’s been the ‘secret sauce’ that has helped propel your growth? Recognizing and acting on opportunities has been the secret to growth. I have learned that opportunities are abundant, even when something goes wrong, there is something positive to be gained from it. The key to finding opportunities is to not become stagnant. As the company grows, my role has changed over time, but it’s critical to remain involved in, and aware of, the day to day functions of the business. Talking to the employees allows me to learn more about them, their strengths and weaknesses, and how they effect their role or how that role effects them. Speaking to the vendors about the changes in the market, and customers about how we perform our service brings opportunities. Opportunities don’t always have to be big, sometimes the smallest tweak in a process can bring great results.

34



AMANDA ROSENBLATT FOR JBJ
Partners Erin Gordon and Mary Fisher.

FISHER AGENCY

What led you to the point of starting or buying into a company? Mary Fisher started the company in 1989 after lay-offs from a local city magazine. She broke out on her own and slowly built up team members and clientele such as Mayo Clinic, Watson Realty, and Sally Corp. She was honored with dozens of awards over the years, including Entrepreneur of the Year and Woman of Influence. In 2020, Fisher Agency merged with Savvy Partner (A digital marketing agency) where Erin Gordon transitioned to CEO.

What has been the biggest challenge you’ve overcome as you’ve grown? Growing by 92% left us with a lot of infrastructure issues to support the workload. We found ourselves rapidly hiring and training team members, and realizing very quickly we needed a whole other level of management and processes to support clients and team members. We finally have a superstar team and infrastructure to support our clients.

Growth rate: 32.14%
Industry: Marketing, Websites,
Graphic Design, Media
CEO: Erin Gordon
Year founded: 1989

What’s been the ‘secret sauce’ that has helped propel your growth? We have been in business for over 33 years and offer experienced marketing professionals and cutting-edge advertising solutions. By providing long-term strategies and trusted relationships, our clients consider us a reliable extension of their business.

What advice did you receive earlier in your career that has stuck with you as you lead your company? You will have difficult times. Don’t be afraid to make difficult decisions because God called you to lead. Surround yourself with mentors and business organizations for continued growth.

35

**IMC
CONSTRUCTION
GROUP**

Growth rate: 31.57%
Industry: Construction
President: Sean Turnage
Year founded: 1992

IMC Construction Group is commercial contractor that does work in the Southeastern United States and the Caribbean. It offers a range of large-scale commercial construction services for the public and private sectors.

Established in 1992 in Middleburg as Islands Mechanical Contractor, the company does a range of work for the federal government, including the Department of Defense, handling design/build, general commercial construction and demolition services, as well as mechanical, electrical and plumbing contracting.

36

CORNERSTONE HOMES

What led you to the point of starting or buying into a company? Previous experience
What has been the biggest challenge you’ve overcome as you’ve grown? Cost increases
What’s been the ‘secret sauce’ that has helped propel your growth? Creating a great customer experience
What have you done to keep your company culture strong as you grow? Weekly meetings and treating

everyone as family
What advice did you receive earlier in your career that has stuck with you as you lead your company? Never stop trying to improve
What advice would you have for those who are looking to lead a fast-growing company? Hire quality people. Hire people who fit your culture
What challenges or opportunities do you see on the horizon and how

Growth rate: 30.94%
Industry: Construction
CEO: Mark Downing
Year founded: 2014

are you preparing for them? The possibility of a recession. High interest rates and continued cost increases.

37 BETTER HOMES AND GARDENS LIFESTYLES REALTY

What's been the most surprising thing you've learned about your company as you've grown? The most surprising thing is that agents, given the right tools, will use those tools and continue to use those tools to better themselves.

What's been the 'secret sauce' that has helped propel your growth? I don't think there's any secret — it's more, if you support the right people, they will in turn respond to that and will be able to continue to better themselves.

Could you sum up your company culture in a word? Success.

What do you wish you knew three years ago that you know now? I think what the last three years have taught us were all just such necessary things to learn. I wouldn't say there's anything I would have done differently.

What steps do you take to keep your company culture strong? Always remember that you have two ears and one mouth. Listen double the amount you speak.

What advice would you have for



AMANDA ROSENBLATT FOR JBJ
Co-founders Geoff Burt and Daniel McCarthy.

Growth rate: 29.14%

Industry: Real Estate

Owners: Daniel McCarthy & Geoff Burt

Year founded: 2009

those who are looking to lead a fast-growing company? Don't worry about growing at a rapid pace. Worry about setting things up the right way and the rest of it should take care of itself.

38 JWB PROPERTY MANAGEMENT LLC

What has been the biggest challenge you've overcome as you've grown?

Continuing to improve on our company culture. It is our team that makes JWB great, and the things you have to do to keep that great company culture alive definitely change as you grow.

What's been the 'secret sauce' that has helped propel your growth?

Already said it above - our team! They take great care of our clients, which keeps our clients coming back. And happy current clients are the easiest way to grow.

What have you done to keep your company culture strong as you grow?

Continued to layer on new things, while continuing to do all the things that worked in the past! From inception we always paid for lunches for the whole team every day — we called it "family lunch," where everyone could come eat at the same time, take a break from work, interact, build relationships. It used to be us making our own sandwiches with Publix cold cuts... now we have a chef that cooks meals, we have food trucks come to the office a couple times

Growth rate: 27.84%

Industry: Real estate

Co-founders: Gregg Cohen and Alex Sifakis

Year founded: 2006

a week, and the kitchen is stocked with snacks, drinks, etc — all free to our team. Ownership PTO (there is not limit to the days you can take off, as long as you are owning your responsibilities and not negatively impacting your team), team days off for volunteering events, happy hours, great benefits, Dream Manager program... the list goes on. We really care about our team, and continue to invest in them!



LOGISTICS. *It's Personal.*

At Trailer Bridge, we understand that our business is about more than transporting a box on wheels, it's about delivering the goods our neighbors need in their everyday lives - from medical equipment to the cold beverage for your next block party.

When you look at logistics through that lens it's easy to see that **every move is personal**. And it all starts with a team of dedicated professionals who care for each other and for their customers.

Our team members across the nation are focused on delivering exceptional customer service to shippers around the world and as a result, our company continues to grow. **Thank you to everyone in TB Nation for Making it Happen - all day, every day.**



1.844.TB.SHIPS | Info@TrailerBridge.com | [Twitter](#) [Facebook](#) [Instagram](#) [LinkedIn](#) [YouTube](#)



MILLER ELECTRIC COMPANY
Powering the Possibilities

RELIABILITY, SUSTAINABILITY CONNECTIVITY, SECURITY

Electrical Contracting, Systems Integration, Energy & Sustainability, Business Continuity, Building Intelligence, Preconstruction

1.800.554.4761 • www.mecojax.com



39



CEO Jennifer Hendry

AMANDA ROSENBLATT FOR JBJ

CROSSVIEW REALTY

What led you to the point of starting or buying into a company? I come from a family of business owners and wanted to see what I was made of.

What has been the biggest challenge you've overcome as you've grown? Learning when you hit a wall to either bust through it or make a turn. These are two very different things and the situation your facing will determine what needs to be done.

What's been the 'secret sauce' that has helped propel your growth? God and the golden rule

What have you done to keep your company culture strong as you grow? Be in touch with each person. Never be to important to work with the newest people directly.

What advice did you receive earlier in your career that has stuck with you? Stay in your lane. If it doesn't help you

Growth rate: 25.81%
Industry: Real Estate
CEO: Jennifer Hendry
Year founded: 2016

to grow your niche, then don't do it.
What advice would you have for those who are looking to lead a fast-growing company? Make sure you have a strong support at home. They must be on board or you might find yourself with a successful company and nobody to go home to.
What challenges or opportunities do you see on the horizon and how are you preparing for them? Just the ever changing market and my competition always trying to outdo the next person no matter what cost that brings to the industry and trying to stand out without playing that game.

40



COURTESY MOMENTUM TRANSPORTATION
CEO Brian Putzke

MOMENTUM TRANSPORTATION

VOLUME RANK: 8

Growth rate: 25.64%
Dollar volume growth: \$59.3 million
Industry: Transportation/Logistics
CEO: Brian Putzke
Year founded: 2001

What has been the biggest challenge you've overcome as you've grown? How to delivery the same customer satisfaction that we did when we were much smaller. Most people can relate to calling into a large company and getting lost in a maze of extensions and people. We feel that we have mastered the art of making every customer feel like they are our only customer.
What's been the 'secret sauce' that has helped propel your growth? Our employees' ability to make each customer feel like they just walked into their favorite local diner when they work with us. Everyone likes personal attention like that. You know, like that favorite place, usually close to your home, that starts mixing your favorite drink the minute they see you come through the door.

41



JBJ
Founder and CEO Chris Gregory

DAGMAR MARKETING, LLC

Growth rate: 25.6%
Industry: Marketing
CEO: Chris Gregory
Year founded: 2011

What's been the 'secret sauce' that has helped you grow? I think our biggest difference is we put ourselves in our clients shoes. It's fun to see that especially in the Fast 50, there are our clients sitting along with us. And so being a part of that growth is interesting. It's actually being part of something bigger than you are. You have to have the right people who want to enjoy life. We don't look for rock stars. We look for good, solid teammates.
What steps do you take to keep your company culture strong as you grow? That's a tough one, especially as a virtual company. We've had to work at it. We used to have a whole company meeting where we talk about clients, we talk about work. And we stopped that and what we started doing is saying, let's talk about each other. You have to get creative, and you have to bring your whole team in. One person, the owner especially, cannot build a culture.

42 W. GARDNER LLC

What's been the 'secret sauce' that has helped propel your growth? Talented people, believing in them, supporting them and letting them know how much they are appreciated. None of this will happen on your own.
What have you done to keep your company culture strong as you grow? There is constant contact and communication from top to bottom in our company. Everyone knows how much they are appreciated and

everyone knows when they are or are not performing to expectations.
What advice did you receive earlier in your career that has stuck with you as you lead your company? You will never lose anything by not taking a chance.
What challenges or opportunities do you see on the horizon and how are you preparing for them? The day in and day out challenges are having the right people. We strive to appreciate

Growth rate: 25.53%
Industry: Construction (Site Development)
CEO: William D. Gardner, Jr.
Year founded: 2017

and treat fairly our people and that is what has provided the opportunity for us to grow fast and we believe that it will continue.

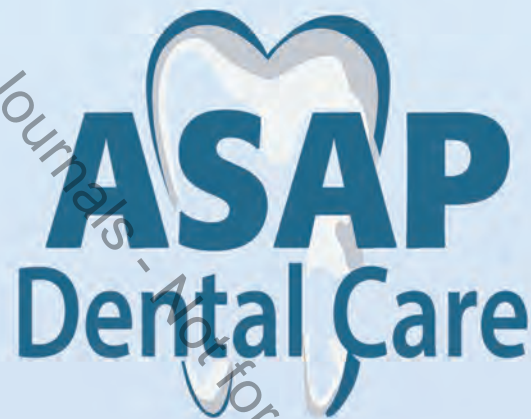


AMANDA ROSENBLATT FOR JBJ

Honored To Be Recognized as a Fast 50 Company!

Full Service General Dentistry,
Emergency Dentistry & Oral Surgery

- ✓ Same Day Smiles, 7 Days A Week (w.a.c.)
- ✓ Payment Options for Every Budget
- ✓ IV Sedation for Your Comfort



THE OFFICIAL DENTIST OF THE JACKSONVILLE JAGUARS

904-998-0000 ASAPdentalcare.com

Five Convenient Locations to Serve You

Southside ■ Northside ■ Westside

Orange Park ■ Intracoastal West

43 JWB REAL ESTATE CAPITAL

What led you to the point of starting or buying into a company? Just didn't want to get a real job!

What advice did you receive earlier in your career that has stuck with you as you lead your company? Get a mentor!

What advice would you have for those who are looking to lead a fast-growing company? Get a "brain trust" - a CEO peer group. They come in many different shapes and sizes, but being to bounce ideas off of those in similar situations is invaluable.

What challenges or opportunities do you see on the horizon and how are you preparing for them? Challenges - right now the supply chain and construction costs are a huge issue. We are sourcing materials from many different sources, and looking at things we haven't in the past, like warehousing materials.
Opportunities - downtown Jacksonville! We really believe that a thriving, vibrant, walkable downtown is key for Jacksonville's continued growth. The DIA and the administration have been doing

Growth rate: 24.88%
Industry: Real estate
Co-founders: Gregg Cohen and Alex Sifakis
Year founded: 2006

a great job to make that happen, and we are trying to do our part by developing as much as we can.

44 TRAILER BRIDGE INC.



VOLUME RANK: 6

What led you to the point of starting or buying into a company? The #1 reason was the people. There was a great group of people inside of TB and I knew there was an opportunity to really create some special.

What has been the biggest challenge you've overcome as you've grown? Making sure we keep our incredible culture alive with all the growth and new people joining the TB family.

What's been the 'secret sauce' that has helped propel your growth? It may sound a bit cliché, though genuinely treating each other with kindness and love. When you show respect and love to each other it is amazing how much the team can accomplish.

What have you done to keep your company culture strong as you grow? You have to practice and do it every single day. You don't get a day off when it comes to culture, so ensuring you always do the right thing will always make it happen.

Growth rate: 24.38%
Dollar volume growth: \$83.6 million
Industry: Transportation & Logistics
CEO: Mitch Luciano
Year founded: 1991

What advice did you receive earlier in your career that has stuck with you as you lead your company? There is nothing wrong with calling your co-workers family. You probably spend more time with your co-workers than your personal family, so why not make them an extension of your family.

What advice would you have for those who are looking to lead a fast-growing company? Make sure to find the right balance of family work life and person family life. Your personal family always comes first, but that doesn't mean you can't take the time to love your work family and show them kindness and respect.

AMANDA ROSENBLATT FOR JBJ

FLORIDA 2030

As Good As Gold

2022 Florida Chamber Annual Meeting & Future of Florida Forum

October 24-25
Disney's Coronado Springs Resort

Florida Businesses Own Florida's Future!

Join the Movement to Make Florida a Top-10 Global Economy

flchm.co/F322

Media Partner
FLORIDA BUSINESS JOURNAL

FLORIDA CHAMBER of Commerce

FLORIDA CHAMBER Foundation

TIME TO TAKE IT TO THE NEXT LEVEL

SCAN FOR ADMISSION & VOLUNTEERING

WOMEN'S MATCH PLAY CHAMPIONSHIP

A WOMEN'S INITIATIVES COLLABORATION WITH GENERATION WISE

NOVEMBER 1-6
WORLD GOLF VILLAGE

AN OFFICIAL ECWPGT EVENT

TICKETS ONLY \$10 | PROCEEDS GO TO **INK!** INVESTING IN KIDS

FOUNDING PARTNERS

MEDIA & HOSPITALITY PARTNERS

OFFICIAL CHARITY

CLAIM YOUR TICKETS @ PXGWMPC.COM | [@PXGWMPC](#)

Nailed It



Congratulations to those that nailed the title of fastest growing company by The Business Journals. We know that fast growth demands fast workspace solutions. That's why we offer flexible office furniture that can be delivered and installed fast.



**Scan To Get
Started Today**



Availability subject to change | See vari.com/installation for more details | Patent and trademark information: vari.com/patents. | ©2022 Varidesk, LLC. All rights reserved

45 BEACON FISHERIES AND FISHERMAN'S DOCK

What's been the 'secret sauce' that has helped propel your growth? I don't think there has been any secret sauce, but more of a spirit of constant learning and being willing to make changes and learn from other great companies and leaders. We have some great people and leaders who are willing to do whatever it takes to get the job done. In the end I cannot put my finger on anything we have done out of the ordinary, and I like that because we cannot take credit for any success we might have obtained. We can only give the credit to God for His hand of favor upon our organization.

What have you done to keep your company culture strong as you grow? Strengthening our culture has been and will continue to be a constant initiative company wide. For the first fifteen years, we were predominately a small team functioning as a sales organization. As we have grown, we have continually diversified by adding more departments including logistics, retail, local sales, and processing, each of which has come with its new challenges. Through our growth, we work hard to maintain alignment with

Growth rate: 24.25%

Industry: Seafood - Importing / Retail / Processing / Distribution

CEO: Mike Eddy

Year founded: 1996

our mission and core values. Our mission is to "have a positive impact in people's lives and to develop people and long-term relationships," we believe that seafood is just the vehicle that brings us into other people's lives. The practical implication of this is through our guiding lights; individual respect, people first – profits second, and create value. Our aim is to filter all of our initiatives and decisions through these guiding lights, from the top down. While we fail to do this perfectly, we believe in constantly reforming and maintaining this aim. We have brought on numerous consultants to help train our leaders and hold each of us accountable through regular communication. Each department and position is working through these values with the same mission in mind, and to make a positive impact on every person we come in contact with in the workplace.

46 LEGACY TRUST FAMILY WEALTH OFFICES

What's been the 'secret sauce' that has helped propel your growth? The best part about our growth is that it comes from the efforts of everyone within the company, not me. I have hired people that will honor our culture but bring their own inspirations to us each day which encourages all of us to have different perspectives and to be better. I think hiring the right fit from a work ethic, cultural and drive perspective has been the biggest "secret" we have applied.

What have you done to keep your company culture strong as you grow? We have worked hard to maintain the culture that started the company which is we are a family serving families. We use different assessments to help us determine if first, a potential hire is a values fit before we test for skill sets and aptitude for a certain position. This has served us well. It takes more time to hire but it has helped to make us all think like owners and do what is in the best interest of our client families.

What advice did you receive earlier in your career that has stuck with you as you lead your company? My dad told

Growth rate: 22.99%

Industry: Financial Services / Wealth Management

CEO: Kristin McLauchlan

Year founded: 2003

me very early on in my career when I first started managing people "You work for them. They do not work for you. Your main job is to set them up to be successful." That has stuck with me as I have matured as a leader. It really is all about serving.

What advice would you have for those who are looking to lead a fast-growing company? Patience! That was (and is) the hardest challenge for me as growth does not happen in a linear fashion. There are so many ups and downs and it is so easy to get defeated. Staying patient and positive requires work and for me, accountability from leaders around me.

What challenges or opportunities do you see on the horizon and how are you preparing for them? I think the workforce is changing, and as leaders we need to figure out what that looks like for our companies.

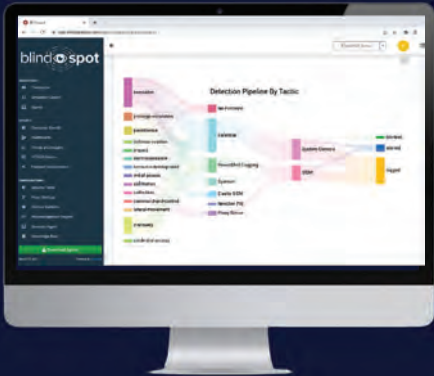


Empowering the information security industry.

BlindSPOT

Breach & Attack Simulation

Simulate ransomware, supply chain, and other cyber attacks to expose your client's security "blind spots".



Partner Support

Private-Labelled Security Force

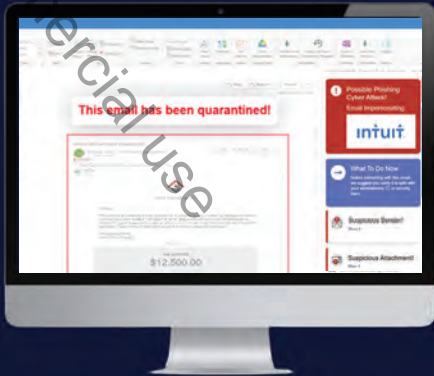
Leverage our information security team and meet market demand.



Confirm4Me

Foolproof Phishing Defense

Phishing attacks made obvious, so employees don't make mistakes and security teams don't lose productivity.



Contact us today to learn how we can secure your future!

Contact@OnDefend.com

47 THE SCARLETT GROUP



What's been the 'secret sauce' that has helped propel your growth? The sauce isn't secret. Surround yourself with smart, hardworking, fun people. Practice performance management.

What advice would you have for those who are looking to lead a fast-growing company? Focus on your primary goals and ignore the noise.

What challenges or opportunities do you see on the horizon and how are you preparing for them? The exponential speed of change requires nimble thought and greater collaboration.

What strategic choices have you made that led to your fast pace of growth? We focus on the fundamentals and stay out of the weeds. We embrace diversity and partner with local agencies offering internships. We leverage our foundation as a springboard to sustainable growth. Most importantly, we do whatever it takes to provide an excellent customer experience.

What lessons have you learned about leadership through running a fast-growing company? The speed of change is faster than one can

Growth rate: 22.92%
Industry:
CEO: Brian Chancey
Year founded: 2008

imagine. Covid challenged us to think differently. We adapted quickly while others struggled. Less is more.

How will you continue growing over the coming five years? We will continue to adapt to market conditions never losing sight of our fundamental objectives.

How do you keep your company culture strong while growing quickly? Many technology companies forget they are in the people business. We do whatever it takes to delight both our internal and external customers. Promote the positive.

COURTESY SCARLETT GROUP

48 J&W HEATING AND AIR



What has been the biggest challenge you've overcome as you've grown? Our industry is no different than any other, and because we hire for people vs. skills, finding the right fit for every open opportunity occasionally takes longer than ideal. That challenge has intensified over the last few years, but we stay focused on the end goal and always find the right people.

What's been the 'secret sauce' that has helped propel your growth? J&W wouldn't be where we are today without our people and the culture we've worked hard to curate. We hire for appetite, attitude, and aptitude. By that, we look for people who have an appetite for growth and success, believe in what they do, believe in our mission, as well as their outlook and ability to learn and adapt as we progress.

What have you done to keep your company culture strong as you grow? Our culture starts with the right team members. We hire for culture more than for skill, allowing us to build a successful team. We have motivated leaders that help new hires learn the skills needed to be

Growth rate: 21.01%
Industry: Home Services - Residential Heating and Air
CEO: Brent Marler
Year founded: 1966

successful technicians, but it's not as easy to teach someone how to handle basic repairs, and be an effective communicator that understands the comfort of our customers is our top priority.

What advice did you receive earlier in your career that has stuck with you as you lead your company? The best advice I received was, "don't go into business with a friend. You won't be friends by the end."

What advice would you have for those who are looking to lead a fast-growing company? Don't be afraid to take chances to progress your company. If you have an opportunity that feels right, take it. You'll figure it out, make it happen and make it successful. If you want big rewards, take big risks.

COURTESY J&W

WJCT News RADIO THAT MATTERS

89.9



SCAN HERE



Support us by becoming a donor today.
Scan here or visit **WJCT.ORG/RADIO**

49 THE HURST COMPANY, CPAS, P.A.

What led you to the point of starting or buying into a company? I grew up in a family of CPAs, and my father and uncle were partners in a small, multi-office CPA firm. I very much admired my father and aspired to be like him. I also have a passion for helping people, especially widows. My mother was widowed at a young age, and I saw how she struggled with financial decisions. I made it my life's work to, among other things, help other women in similar situations.

What has been the biggest challenge you've overcome as you've grown? It's easy to get caught up in helping others and their businesses, but you need to work on your business not just in your business. If you don't focus just as hard or harder on your own business, you won't be able to build a strong, successful organization. I believe this is a common issue in our industry.

What's been the 'secret sauce' that has helped propel your growth? You need to have a team around you that cares just as much about the business as you do. My business partner has been by my side for 20 years, and we couldn't have done it without each

Growth rate: 21%
Industry: Certified Public Accounting
CEO: W. Henry "Hank" Hurst, Jr.
Year founded: 1996

other. As you grow, it becomes more and more important to expand this team - to have the right folks on the bus as Jim Collins says.

What have you done to keep your company culture strong as you grow? We take the time to mentor our younger staff and assign challenging work to keep them engaged. We try to be as flexible as possible with work arrangements and provide Fridays off in the summer to reward our staff's hard work.

What advice did you receive earlier in your career that has stuck with you as you lead your company? "Don't be penny wise and pound foolish." We believe in hiring high quality advisors (attorneys, etc.). We believe in using the best available equipment and software. In other words, it doesn't pay to cheap out.

50 WJW ASSOCIATES, LTD



What led you to the point of starting or buying into a company? When I was a freshman in high school, my U.S. History teacher told us the Horatio Algers stories from the great Industrial Revolution. The stories telling how young men would overcome humble beginnings to find great success let me to believe I would have my own company. As a young professional that had recently left the Army I found a like minded soul in David Misiuta. The two of us started a small consulting company because we were just naive enough to think it could be done and just hard working enough to see it through.

What has been the biggest challenge you've overcome as you've grown? When you first start a small business, taking chances is pretty much the definition of a start-up. As we started to grow and develop some minor success, it is very easy to become very conservative in your approach to the business. Risk aversion results when you have started to enjoy some rewards, but if you are not taking chances to grow you are actually slowly dying as a business. For us, continuing to challenge our status quo to find new revenue

Growth rate: 20.53%
Industry: Transportation and Logistics
CEO: R. Kyle Fresh
Year founded: 1979

or to challenge how we operate today versus tomorrow are always challenges we must continually face.

What's been the 'secret sauce' that has helped propel your growth? The answer is a bit cliched, but without a doubt the people at WJW propel our growth. We try to develop and promote people from within the company. It is our intention to keep the company feel as a small, family business while generating more opportunities for individuals to succeed. I believe our respect for the professionals within the company, our "people first, mission always" approach and our belief in service to our customers combine to make us a stronger, better service provider for customers. We treat each other with respect and that translates to how we value and treat our customers and our service partners.

AMANDA ROSENBLATT FOR JBJ

JACKSONVILLE
BUSINESS JOURNAL

SHOWCASE OF
**LUXURY
LIVING**

EXCLUSIVE
RESIDENCES IN
JACKSONVILLE

Showcase your luxury property listings (700K+) in our Luxury Living Guide

The Jacksonville Business Journal reaches an influential audience of C-level executives, business owners and top level managers, who, on a consumer level, comprise the most affluent audience in the First Coast Region:

\$244K average household income
\$1.7M average net worth
1.6M average investment portfolio

2022
FALL EDITION Oct. 15
2023
WINTER EDITION Jan. 27

RESERVE
SPACE TODAY

FOR MORE INFORMATION CONTACT:
Sara Pomposo, Market President and Publisher • 904-265-2203 • sleutzing@bizjournals.com

JDRF IMPROVING LIVES. CURING TYPE 1 DIABETES.

JOIN US FOR A SPECIAL PARTY WITH A PURPOSE!

A Night Under The Stars

Thursday | October 13, 2022 | 6:00pm

Back Lawn of the TPC Sawgrass Clubhouse
110 Championship Way, Ponte Vedra Beach, FL 32082

PRESENTED BY **iEnergizer**
business process excellence

GUEST CO-HOSTS
NIKKI KIMBLETON & VIC MICOLUCCI

HONORARY CHAIRS
SEAN HALL & KERRI STEWART

SPONSORSHIP OPPORTUNITIES
STILL AVAILABLE!

Join us for "A Night Under the Stars" and help improve lives today and tomorrow for those with type 1 diabetes (T1D) by accelerating life-changing breakthroughs to cure, prevent and treat T1D and its complications.
FOR MORE INFORMATION AND ADVANCED RESERVATIONS, VISIT JAXJDRFPARTY.COM!

1



COURTESY HASKELL

CEO Jim O'Leary

THE HASKELL COMPANY

Dollar volume growth: \$273.1 million

Industry: architecture, engineering, and construction

CEO: Jim O'Leary

Year founded: 1965

What have you done to keep your culture strong as you grow? Haskell team members are guided by core values that are deeply engrained into our culture. T.E.S.T stands for team, excellence, service, and trust. Each value informs how we treat each other, our clients and the communities where we work. Culture must be more than a campaign; it must consistently be reinforced and celebrated.

What's been your 'secret sauce'? The team includes 800 architects and engineers, and we continue to add expertise to meet the needs of our clients.

3



AMANDA ROSENBLATT FOR JBJ

CEO Nick Largura

SUPERIOR CONSTRUCTION HOLDING CO. INC.

Superior Construction does extensive work in transportation infrastructure, handling multimillion-dollar highway projects around the country. Originally established in Gary, Indiana, the company moved its headquarters to Jacksonville in the 1990s. Its work locally includes projects for the Jacksonville Port Authority, designing and constructing bridges on the First Coast Expressway and millions of dollars of projects on

Dollar volume growth: \$142.9 million

Industry: Construction

CEO: Nick Largura

Year founded: 1923

Interstate 10. Earlier this year, the company was named a Top 50 Domestic Heavy Contractor by Engineering News-Record.

4



COURTESY MILLER ELECTRIC

CEO Henry Brown

MILLER ELECTRIC COMPANY

Dollar volume growth: \$113 million

Industry: Electrical Contracting

CEO: Henry Brown

Year founded: 1928

What has been the biggest challenge you've overcome as you've grown? Continuing to scale talent in an increasingly large organization.

What's been the 'secret sauce'? Knowing, communicating, and living our core values in every aspect of our work.

What have you done to keep your company culture strong? Significantly increased communication across the company and finding ways to bring people together both virtually and in person. Sharing and celebrating our success together and always staying true to our core values.

7 RS&H INC.

What lessons have you learned about leadership through running a fast-growing company? That the journey matters just as much as the destination. This philosophy puts people "our passions, talents, and potential" at the heart of decision-making. Whether the decision is about how best to implement a new safety policy for the company or the best approach to help a client navigate a complex challenge, caring for the experience people have along the way is essential to leading a fast-growing company.

Dollar volume growth: \$59,535,000

Industry:

CEO: David Sweeney

Year founded: 1941

How do you keep your company culture strong while growing quickly? Maintaining our culture while we grow requires continuous communication, engagement and transparency with the full RS&H team.



DENIS HO FOR JBJ

10 AULD & WHITE CONSTRUCTORS, LLC

What's been the 'secret sauce' that has helped propel your growth? AWC has remained committed to being a locally-focused company. As such, AWC is able to leverage deeply rooted connections to deliver maximum value to its clients. This, in addition to providing open communication, innovative ideas, and diverse construction solutions, has helped AWC build long-standing relationships, many for over 35 years.

What have you done to keep your company culture strong as you grow? AWC believes our Core Values

Dollar volume growth: \$38.5 million

Industry: Construction

CEO: Nathan Marty

Year founded: 1987

are the foundation that shapes our culture. AWC's clearly defined Core Values support Our Mission and act as the cornerstone that drives our business to deliver the best construction solutions to our clients and community.

T

H

E

L

I

S

T

Compiled by James Cannon
904-521-9234, @JBJLists
jcannon@bizjournals.com

FAST 50 BY PERCENT GROWTH (1-25)

RANKED BY AVERAGE ANNUAL PERCENT GROWTH, 2019-2021

	Business Name	Address	Social Media/URL	Average annual percentage growth	Year Founded Locally	Industry	Top local executive
1	Spark Inc.	9310 Old Kings Rd. S. #901 Jacksonville 32257	thinksparkinc.com	158.79%	2004	Marketing & advertising	Richard Davis President, CEO
2	Drive Logistics	751 Oak St. #550 Jacksonville 32204	linkedin.com/company/drivelogistics	153.47%	2016	Logistics & supply chain	Michael O'Leary CEO
3	The Association Partner	312 Paseo Reyes Dr St. Augustine 32095	theassociationpartner.com/	125.76%	2018	Marketing & advertising; media production	Brian Donohoe
4	Warren & Company Realty Advisors	1301 Riverplace Blvd. #800 Jacksonville 32207	warrenandcompany.net	122.51%	2004	Capital markets; commercial real estate; real estate	Robert Warren President
5	Superior Fence & Rail of North Florida Inc.	5470 Hwy. Ave. Jacksonville 32254	superiorfenceandrail.com	105.96%	2009	Building materials; construction	Zach Peyton Owner
6	Mantle Security Inc.	4541 St. Augustine Rd #5 Jacksonville 32207	mantlesecurity.com/	102.95%	2017	Security & investigations	Rick Phillips
7	The NDN Companies	3740 St. Johns Bluff Rd S Ste 10 Jacksonville 32224	thendncompanies.com	96.31%	2015	Environmental services	Geoff Reichold Partner Shawna Newman CEO
8	Chang Industrial	1820 Ocean Dr S Jacksonville Beach 32250	changindustrial.com/	90.88%	2017	Engineering	Matthew Chang Founder and Principal
9	Future Home Loans	315 11th Ave. N. Jacksonville Beach 32250	future.loans	90.02%	2017	Banking; financial services	Robert Lynn Nick Walker Managing Partners
10	Carlton Construction Inc.	4615 US Hwy. 17 #1 Fleming Island 32003	carltonconstruction.net	85.18%	2005	Construction	Matt Carlton President & Founder
11	Advanced Business Solutions	280 Business Park Cir. #415 St. Augustine 32095	goabsinc.com/	78.46%	2015	Technology	Adam W. Gregory CEO
12	Cashgeeks	103 Century 21 Dr #100 Jacksonville 32216	cashgeeks.com/	77.38%	2017	Real estate	Dominick Felix CEO
13	Ladson Construction	4069 Atlantic Blvd. Jacksonville 32207	ladsonco.com	75.13%	2018	Construction	Jessie Ladson CEO
14	Capital Staffing Solutions Inc.	4336 Pablo Oaks Ct. Jacksonville 32224	capitalstaffingsolutions.com	67.92%	2003	Financial services; hospital & health care; information services	Josh Tonge VP Sales John Halman VP of Business Development Alex Campbell President
15	OnDefend	4125 Southpoint Blvd., #260 Jacksonville 32216	ondefend.com	66.97%	2015	Information services; information technology consultants	Christopher Freedman Billy Steeghs Ben Finke Managing Partners
16	ASAP Dental Care	7451 103rd St. #18 Jacksonville 32210	asapdentalcare.com/	65.4%	2005	Health, wellness & fitness	Tim Tursonoff CEO
17	Corporate Traffic Logistics	6500 Bowden Rd. #202 Jacksonville 32216	corporatetraffic.com	63.85%	1992	Logistics & supply chain; transportation/trucking/ railroad	Chris Cline President
18	The Anti	1400 Marsh Landing Pkwy. #109 Jacksonville Beach 32250	theanti.com	59.61%	2017	Consulting; information technology consultants	Wayne Chattaway Founder & CEO
19	DLP Capital	605 Palencia Club Dr St. Augustine 32095	dlprealestate.com/	59.58%	2006	Real estate	Don Wenner CEO
20	All Florida Safety Institute	10033 Sawgrass Dr. W. #102 Ponte Vedra Beach 32082	allfloridasafetyinstitute.com	55.38%	2015	Automotive; e-learning; education	Mark Allen President
21	Supporting Strategies - NE Florida	228 N Checkerberry Way Jacksonville 32259	supportingstrategies.com/northeast-florida	53.79%	2014	Accounting	Peter Denholm Managing Director
22	NLP Logix	4215 Southpoint Blvd. #140 Jacksonville 32216	nlplogix.com	50.76%	2011	Technology	Ted Willich CEO
23	Russell Rowland Inc.	13241 Bartram Park Blvd. #601 Jacksonville 32258	russrow.com	49.36%	2018	Architecture & planning; civil engineering; construction; consulting; design; engineering	Jackie Rowland CEO
24	E-file.com	830-13 A1a N #484 Ponte Vedra 32082	irsextension.com	46.54%	2011	Computer software	Aaron Rosenthal Founder/owner
25	Atlantic Logistics LLC	3003 Claire Ln. #303 Jacksonville 32223	linkedin.com/company/atlantic-logistics	46.46%	2001	Logistics & supply chain	Robert Hooper Jr. CEO

CLOSER LOOK

7K+

Employees working for the Fastest 50 growing companies on The List.

ABOUT THE LIST

Information was obtained from firm representatives. Information on The List was supplied by individual companies through questionnaires and could not be independently verified by the Jacksonville Business Journal. Only those that responded to our inquiries were listed.

WANT TO BE ON THE LIST?

If you wish to be surveyed when The List is next updated, or if you wish to be considered for other Lists, email your contact information to James Cannon at jcannon@bizjournals.com, call 904-521-9234 or go to <https://top25lists.bizjournals.com/newbiz/jacksonville/>

T

H

E

L

I

S

T

Compiled by James Cannon
904-521-9234, @JBJLists
jcannon@bizjournals.com

FAST 50 BY PERCENT GROWTH (26-50)

RANKED BY AVERAGE ANNUAL PERCENT GROWTH, 2019-2021

	Business Name	Address	Social Media/URL	Average annual percentage growth	Year Founded Locally	Industry	Top local executive
26	Vested Metals International LLC	7000 US Hwy. 1 N. #504 Saint Augustine 32095	vestedmetals.net	44.15%	2014	Manufacturing	Viv Helwig Owner
27	Landmark Title	4540 Southside Blvd., #202 Jacksonville 32216	landmarktitleinsurance.com	43.42%	2005	Insurance; real estate	David Heekin President
28	The Legends Of Real Estate	1236 3rd St. S. Jacksonville Beach 32250	legendsofrealestate.com	43.24%	2013	Real estate	Audrey Lackie CEO
29	Venture Pointe	8659 Baypine Rd. #106 Jacksonville 32256	linkedin.com/company/venture-pointe-inc-	39.46%	2012	Technology	Jim Satterwhite CEO
30	Malone AirCharter Inc.	746 Wright Brothers Dr. Jacksonville 32225	maloneaircharter.com	39.4%	2002	Airlines/aviation	Melinda Malone President
31	Florida Homes Realty & Mortgage	11512 Lake Mead Ave, 701 Jacksonville 32256	myfhrm.com	36.73%	2008	Real estate	James Angelo Owner
32	FreshJax Organic Spices	9000 Cypress Green Dr. Jacksonville 32256	FreshJax.com	35.71%	2011	Consumer goods; e-commerce ; food & beverages	Jason McDonald Founder
33	Sensible Recycling Inc.	7018 A C Skinner Pkwy Ste 200 Jacksonville 32256	sensiblerecycling.com	35.03%	2016	Business supplies & equipment; computer & network security; computer hardware; consumer electronics; environmental services; renewables & environment; technology	Aaron Enos President
34	Fisher Agency	1731 Emerson St. Jacksonville 32207	fisherdesignandadvertising.com	32.14%	1989	Graphic design; internet; marketing & advertising	Erin Gordon Mary Fisher CEOs/Partners
35	IMC Construction Group	3070 Blanding Blvd. Middleburg 32068-6337	IMCconstructiongroup.com	31.37%	1992	Construction; government contractor	Kristen Long Vice-President Sean Turnage President Robert Turnage Owner
36	CornerStone Homes of Jacksonville LLC	1421 N. Loop Pkwy. St. Augustine 32095	MyCornerStoneHomes.com	30.94%	2014	Construction	Mark Downing Managing partner
37	Better Homes And Gardens Lifestyles Realty	9726 Touchton Rd. Jacksonville 32246	homesbhg.com	29.14%	2009	Real estate	Dan McCarthy Geoff Burt Owners
38	JWB Property Management LLC	7563 Philips Hwy. #208 Jacksonville 32256	jwbpropertymanagement.com	27.84%	2010	Real estate	Gregg Cohen CEO
39	CrossView Realty	3121 Venture Pl. #3 Jacksonville 32257	crossviewrealty.com	25.81%	2016	Real estate	Jennifer Hendry Owner
40	Momentum Transportation	4901 Belfort Rd. #100 Jacksonville 32256	landstar-agent.com	25.64%	2001	Logistics & supply chain	Brian Putzke President & CEO
41	Dagmar Marketing	12574 Flagler Center Blvd. #101 Jacksonville 32258	dagmarmarketing.com	25.6%	2011	Marketing & advertising	Christopher Gregory Chris Gregory Owners
42	W. Gardner LLC	4929 Atlantic Blvd. Jacksonville 32207	gardnerland.com/	25.53%	2017	Construction	n/a
43	JWB Real Estate Capital	7563 Philips Hwy Bldg. 100 Ste. 208 Jacksonville 32256	jwbrealestatecapital.com	24.88%	2006	Construction; real estate	Adam Rigel CFO Alex Sifakis President Adam Eiseman CEO
44	Trailer Bridge	10405 New Berlin Rd. Jacksonville 32226	trailerbridge.com	24.38%	1991	Import & export; logistics & supply chain; transportation/trucking/railroad	Mich Luciano CEO
45	Beacon Fisheries	2500 Monument Rd. #206 Jacksonville 32225		24.25%	1996	Fishery	Mike Eddy President
46	Legacy Trust Family Wealth Offices	4200 Marsh Landing Blvd. Jacksonville Beach 32250	legacytrustcompany.com	22.99%	2003	Financial services; investment management	Kristin McLauchlan CEO
47	The Scarlett Group	1532 Kingsley Ave, #110 Orange Park 32073	scarlettculture.com	22.92%	2008	Computer & network security; consulting; information technology consultants	Brian Chancey CEO Tom Burt EVP, General Manager Jay Fowler SVP
48	J&W Heating And Air	5011 Sunbeam Rd. Jacksonville 32257	jandwheatingandair.com	21.01%	1966	Hvac	Brent Marler Owner
49	The Hurst Company, CPAs, P.A.	960194 Gateway Blvd., #106 Amelia Island 32034	hurstcpa.com	21%	1996	Accounting	Jaret P. Rice Vice-President/CFO W. Henry "Hank" Hurst, Jr. President/CEO
50	WJW Associates LTD	6952 12th St. W. Jacksonville 32220	wjwltld.com	20.53%	1979	Logistics & supply chain; transportation/trucking/railroad	R. Kyle Fresh President

► CLOSER LOOK

\$14B+

Total revenue reported in 2021 from the top companies on The List.

ABOUT THE LIST

Information was obtained from firm representatives. Information on The List was supplied by individual companies through questionnaires and could not be independently verified by the Jacksonville Business Journal. Only those that responded to our inquiries were listed.

WANT TO BE ON THE LIST?

If you wish to be surveyed when The List is next updated, or if you wish to be considered for other Lists, email your contact information to James Cannon at jcannon@bizjournals.com, call 904-521-9234 or go to https://top25lists.bizjournals.com/newbiz/jacksonville/

T

H

E

L

I

S

T

Compiled by James Cannon
904-521-9234, @JBJLists
jcannon@bizjournals.com

FAST 50 BY REVENUE GROWTH

RANKED BY OVERALL REVENUE GROWTH, 2019-2021

Business Name/URL	Address/Phone	Revenue Growth 2019-2021	Year Founded Locally	Industry	Top local executive
1 Haskell haskell.com	111 Riverside Ave. Jacksonville 32202-4921 704-791-4500	\$273.14 million	1965	Architecture & planning; construction; consulting; design; engineering	James L. O'Leary Chairman, CEO & President
2 DLP Real Estate Capital dlprealestate.com/	605 Palencia Club Dr St. Augustine 32095 800-350-8061	\$173.44 million	2009	Real estate	Don Wenner CEO
3 Superior Construction Holding Co. superiorconstruction.com/	7072 Business Park Blvd. N. Jacksonville 32256 904-292-4240	\$142.94 million	n/a	Construction	Nicholas Largura CEO
4 Miller Electric Company mecojax.com	6805 Southpoint Pkwy. Jacksonville 32216 904-388-8000	\$112.99 million	1928	Construction; electrical/ electronic manufacturing	Henry Brown CEO
5 Corporate Traffic Logistics corporatetraffic.com	6500 Bowden Rd. #202 Jacksonville 32216 904-400-6000	\$85.75 million	1992	Logistics & supply chain; transportation/trucking/railroad	Chris Cline President
6 Trailer Bridge trailerbridge.com	10405 New Berlin Rd. Jacksonville 32226 1.844.TBSHIPS	\$83.64 million	1991	Import & export; logistics & supply chain; transportation/ trucking/railroad	Mitch Luciano CEO
7 RS&H Inc. rsandh.com	10748 Deerwood Park Blvd. S Jacksonville 32256 904-256-2500	\$59.54 million	1990	Architecture & planning; engineering; environmental services	David T. Sweeney CEO
8 Momentum Transportation USA Inc. landstar-agent.com	4901 Belfort Rd. #100 Jacksonville 32256 904-880-1180	\$59.34 million	2001	Logistics & supply chain	Brian Putzke President & CEO
9 Capital Staffing Solutions Inc. capitalstaffingsolutions.com	4336 Pablo Oaks CT #101 Jacksonville 32224 904-395-8530	\$44.03 million	2003	Staffing & recruiting	Alex Campbell President
10 Auld & White Constructors LLC auld-white.com/	4168 Southpoint Pkwy., #101 Jacksonville 32216 904-296-2555	\$38.45 million	1987	Construction	Nathaniel Marty CEO & President

CLOSER LOOK

\$1B+

Growth in revenue over the past three years by the top 10 companies on The List.

ABOUT THE LIST

Information was obtained from firm representatives. Information on The List was supplied by individual companies through questionnaires and could not be independently verified by the Jacksonville Business Journal. Only those that responded to our inquiries were listed.

WANT TO BE ON THE LIST?

If you wish to be surveyed when The List is next updated, or if you wish to be considered for other Lists, email your contact information to James Cannon at jcannon@bizjournals.com, call 904-521-9234 or go to <https://top25lists.bizjournals.com/newbiz/jacksonville/>


PAID ADVERTISING

PEOPLE ON THE MOVE

IN JACKSONVILLE

FEATURED

LEGAL SERVICES | NEW HIRE




Michael J. Lufkin

Partner


Lippes Mathias LLP

Michael J. Lufkin represents employers in agency investigations, state and federal single-plaintiff actions, as well as collective class actions and arbitrations involving harassment, discrimination, retaliation, constructive discharge, restrictive covenants, wage claims and breach of contract actions. Michael also advises employers on employment relationships and practices, including hiring and screening processes, discharge and separation matters, wage, and hour compliance, and more.



FEATURED

LEGAL SERVICES | NEW HIRE




Robert G. Riegel, Jr.

Partner

Lippes Mathias LLP

Robert G. Riegel, Jr. has more than 40 years of experience representing management clients across the full spectrum of employment law. He is known for litigating efficiently and effectively to achieve favorable results and has successfully litigated employment discrimination, retaliation, sexual and racial harassment cases, wrongful discharge claims, Fair Labor Standards Act actions, and breach of contract claims.



TO SUBMIT YOUR INFORMATION: Catherine Leslie | cleslie@bizjournals.com | 786-533-8210 | www.jacksonvillebusinessjournal.com/potm

LEADS

Information to build your business

► Bankruptcies

MIDDLE DISTRICT OF FLORIDA

JACKSONVILLE DIVISION CHAPTER 7

Alternative Chiropractic Solutions PLLC dba Advantage Intergrated Health, 1511 Buenos Aires Blvd. #A, The Villages 32159; Assets, \$96,364; Debts, \$327,067; Major Creditor, Bankers Healthcare Group LLC, \$168,000; Attorney, Fawn Singletary; case #22-01735, 08/30/22.

Consultants of Beachside, 96 Bud Hollow Dr., Palm Coast 32757; Assets, \$0; Debts, \$165,500; Major Creditor, The Atlantic of Port Orange, \$24,000; Attorney, Pro Se; case #22-01738, 08/31/22.

Apex Metal Building Systems LLC, 118 Conner St. NE, Live Oak 32064; Assets, \$9,988; Debts, \$3,179,308; Major Creditor, AllSouth PEC, \$575,519; Attorney, Anthony W. Chauncey; case #22-01763, 09/01/22.

CHAPTER 11

Central Florida Civil LLC, 1904 NE Jacksonville Rd., Ocala 34470; Assets, \$2,469,641; Debts, \$4,873,621; Major Creditor, Chad Converse, \$219,651; Attorney, Bryan K. Mickler; case #22-01736, 08/31/22.

► Building Permits - Commercial

DUVAL COUNTY

Arco National Holdings Inc., commercial alteration at 6867 Stuart Ln. S., Industrial, \$2,696,087.

Bay Area Building Solution, commercial alteration at 10920 Baymeadows Rd. #1, Hospital, \$400,000.

Bourre Construction Group LLC, commercial alteration at 3890 Dunn Ave. #903, Office/Bank, \$70,000.

CG Roofing Group LLC, commercial alteration at 5330 Dunn Ave., Church, \$112,530.

Dana B. Kenyon Co., commercial alteration at 5191 1st Coast Tech Pkwy., Hospital, \$1,370,985.

Dimension One Inc., commercial alteration at 4813 River City Dr. #143, Stores/Mercantile, \$1,500,000.

EIS Construction Inc., commercial alteration at 6411 Philips Hwy., Service Station, \$221,366.

Opus Group, commercial alteration at 11018 Old St. Augustine Rd., Stores/Mercantile, \$1,500,000.

Peatross & Scott Development Inc., commercial alteration at 8595 Beach Blvd. #302, Office/Bank, \$970,456.

Simque Construction, commercial alteration at 1125 Lane Ave. S., Stores/Mercantile, \$150,000.

Tim Young Construction Inc., commercial alteration at 9130 R.G. Skinner Pkwy., Office/Bank, \$50,000.

Whiting-Turner Contracting Co., commercial alteration at 12900 Pecan Park Rd., Industrial, \$200,000.

NASSAU COUNTY

Kingsouth Construction Inc., commercial building at 57 Homegrown Way Bldg. 300, Shell Office Bldg., \$821,700.

ST. JOHNS COUNTY

BAO Construction LLC, commercial alteration at 505 Durbin Pavilion Dr. #102, Nail Salon, \$350,000.

Premier American Construction Inc., commercial building at 30 Epic Blvd., Office Bldg., \$575,000.

Southern Grace Homes LLC, commercial alteration at 370 CBL Dr. #102, Ubreakifix, \$100,000.

Watson Construction Group, commercial alteration at 615 A1A N. #102, Physical Therapy Facility, \$100,000.

Williams Industrial Services LLC, commercial building at 7612 Longleaf Branch Dr., Chemical Bldg., \$242,920.

World Island Builders Inc., commercial building at 501 Marshall Cir., Shell Steel Bldg., \$450,000.

► Building Permits - Residential

CLAY COUNTY

A&M Builders LLC, single-family residence at 4660 Pinegate Rd., \$255,000.

Ashley Homes LLC, single-family residence at 3025 Goose Creek Ln., \$240,000.

DR Horton Inc., single-family residence at 2465 Falling Star Ln., \$249,900.

Drees Homes, single-family residence at 3908 Eagle Rock Rd., \$210,070.

Drees Homes, single-family residence at 3914 Eagle Rock Rd., \$238,980.

Eco One Inc., single-family residence at 2740 E. Fennel Ct., \$210,000.

Elemental Construction Inc., single-family residence at 2846 Ravines Rd., \$346,185.

Maronda Homes, single-family residence at 1521 Lake Foxmeadow Rd., \$225,000.

Real Estate Financial Investment, single-family residence at 6272 Blue Marlin Dr., \$220,000.

Ryan Kent McIntyre, single-family residence at 1817 Fuzzy Ln., \$277,000.

DUVAL COUNTY

American Classic Homes LLC, single-family residence at 1297 Pangola Dr., \$850,000.

American Classic Homes LLC, single-family residence at 5323 118th St., \$850,000.

American Classic Homes LLC, single-family residence at 8935 India Ave., \$850,000.

CCMI Corp., single-family residence at 6451 Bob-O-Link Rd., \$200,000.

David Weekley Homes, single-family residence at 5283 Milkhouse Ln., \$256,400.

DR Horton, single-family residence at 12468 Russian Olive Rd., \$211,300.

DR Horton, single-family residence at 5644 Hollow Birch Dr., \$220,500.

DR Horton, single-family residence at 5667 Hollow Birch Dr., \$220,500.

HCC Tamaya Residential LLC, single-family residence at 2798 Cassia La, \$319,999.

I Am Construction LLC, single-family residence at 2799 Oleander Dr., \$350,000.

Kyle Miller, single-family residence at 5359 Manning Cemetery Rd., \$375,000.

Lennar Homes LLC, single-

► ABOUT THIS SECTION

READER'S GUIDE

The Business Journal compiles information about businesses from Baker, Clay, Duval, Flagler, Nassau and St. Johns counties. In this section, you'll find leads for selling to consumers and businesses, alerts to bids and information that will help you do business in Northeast Florida. E-mail submissions to tgibbons@bizjournals.com. For more information, call 265-2224. For business calendar listings, visit our online calendar at jacksonvillebusinessjournal.com and click on the Events link at the top of the homepage. Some of the information in this section, including phone numbers, is available on disk or via e-mail, which arrives a week earlier than the print version. For costs and more information, call (877) 593-4157.

EMAIL EDITION

To buy Leads information for Jacksonville and more than 40 other markets, call 877-593-4157, or see bizjournals.com/leads. The information is available on disk or via email and will arrive earlier than the published version.

INDEX

Bankruptcies	43
Building permits	43
Business taxes/	
Occupational licenses	43
Circuit court judgments	44
Liens	44
Real estate transactions	44

family residence at 7218 Rolling Creek Ln., \$319,410.

Morrow Construction Co. Inc., single-family residence at 13924 Egrets Nest Dr. #1106, \$8,680,000.

Morrow Construction Co. Inc., single-family residence at 13924 Egrets Nest Dr. #1108, \$10,080,000.

Morrow Construction Co. Inc., single-family residence at 13924 Egrets Nest Dr. #1104, \$11,000,000.

Raise and Restore Inc., single-family residence alteration at 4278 Point La Vista Rd. W., \$250,000.

Richmond American Homes of Florida, single-family residence at 820 Cedar Slough Dr., \$250,000.

Richmond American Homes of Florida, single-family residence at 824 Cedar Slough Dr., \$250,000.

Richmond American Homes of Florida, single-family residence at 828 Cedar Slough Dr., \$250,000.

Solid Rock Custom Homes Inc., single-family residence at 13527 Joandale Rd., \$497,000.

T.M. Construction & Roofing, single-family residence at 1237 Willow Branch Ave., \$265,000.

Toll Brothers Inc., single-family residence at 10111 Koster St., \$250,000.

Toll Brothers Inc., single-family residence at 10122 Koster St., \$250,000.

Toll Brothers Inc., single-family residence at 10149 Illumination Dr., \$200,000.

Toll Brothers Inc., single-family residence at 11452 Madelynn Dr., \$250,000.

Toll Brothers Inc., single-family residence at 9561 Filament Blvd., \$200,000.

Toll Brothers Inc., single-family residence at 9580 Filament Blvd., \$250,000.

Toll Brothers Inc., single-family residence at 9585 Filament Blvd., \$200,000.

FLAGLER COUNTY

City of Palm Coast, single-family residence at 160 Lake Ave., \$250,000.

Gold Coast Homes Builders, single-family residence at 23 N. Riverwalk Dr., \$615,399.

HCC Tamaya Residential

LLC, single-family residence at 475 Stirling Bridge Dr., \$472,676.

HCC Tamaya Residential LLC, single-family residence at 463 Stirling Bridge Dr., \$551,128.

HCC Tamaya Residential LLC, single-family residence at 487 Stirling Bridge Dr., \$558,068.

Hulbert Homes Inc., single-family residence at 63 Steeplechase Trl., \$397,325.

J&J Watley Inc., single-family residence at 16 Beachside Dr., \$480,521.

JLD Consulting & Contracting LLC, single-family residence at 53 Malacompra Rd., \$300,231.

Jorge E. Rios, single-family residence at 47 Smith Ln., \$247,533.

Maronda Homes, single-family residence at 37 Fawn Haven Trl., \$418,513.

Olsen Custom Homes & Consulting, single-family residence at 312 Harbor Village Pt. N., \$664,884.

Pavel Shestakov, single-family residence at 5 Deerfield Ct., \$640,896.

PWC Builds, single-family residence at 70 N. Riverwalk Dr., \$1,014,485.

Richmond American Homes, single-family residence at 14 Moana Ct. S., \$460,154.

Richmond American Homes, single-family residence at 1720 Moana Ct. S., \$455,175 (each).

Waldhauer & Son, single-family residence at 3446 N. Ocean Shore Blvd., \$543,434.

Y2K Construction, single-family residence at 5941 Tangerine Ave., \$274,131.

NASSAU COUNTY

Lennar Homes, single-family residence at 85479 Stonehurst Pkwy., Hampton Lakes, \$365,200.

Lennar Homes, single-family residence at 85459 Stonehurst Pkwy., Hampton Lakes, \$368,947.

Lennar Homes, single-family residence at 84667 Balsam Ct., Hampton Lakes, \$384,962.

Lennar Homes, single-family residence at 85493

Stonehurst Pkwy., Hampton Lakes, \$427,484.

Lennar Homes, single-family residence at 84659 Balsam Ct., Hampton Lakes, \$427,816.

P&S Builders, single-family residence at 34464 Loblolly Ln., Tupelo Plantation, \$417,877.

Principle Constructors Inc., single-family residence at 95315 Springhill Rd., Spring Hill, \$378,607.

Pulte Homes, single-family residence at 282 Ubiquity Way, Wildlight, \$248,125.

Pulte Homes, single-family residence at 359 Jubilee Ct., Wildlight, \$251,621.

Pulte Homes, single-family residence at 468/476 Jubilee Cir., Wildlight, \$251,893 (each).

Pulte Homes, single-family residence at 351 Jubilee Ct., Wildlight, \$253,858.

Pulte Homes, single-family residence at 274 Ubiquity Way, Wildlight, \$259,919.

Pulte Homes, single-family residence at 448 Dell Webb Pkwy., Wildlight, \$327,488.

Pulte Homes, single-family residence at 745 Continuum Loop, Wildlight, \$327,609.

Pulte Homes, single-family residence at 206 Coveted Place, Wildlight, \$362,190.

Pulte Homes, single-family residence at 230 Kismet Plz., Wildlight, \$364,669.

Riverside Homes of North Florida, single-family residence at 85395 Stonehurst Pkwy., Hampton Lakes, \$348,681.

Riverside Homes of North Florida, single-family residence at 84558 Greylock Ct., Hampton Lakes, \$352,815.

Riverside Homes of North Florida, single-family residence at 407 Slash Pine Place, East Nassau Wildlight, \$410,040.

Royal Oak Homes, single-family residence at 93018 Cheltenham Ln., Barnwell Manor, \$518,473.

T.S. Dennis Construction, single-family residence at 96630 Bay View Dr., Villas at Oyster Bay Harbours, \$412,130.

T.S. Dennis Construction, single-family residence at

96205 Queen Palm Way, Enclave at Summer Beach, \$416,095.

ST. JOHNS COUNTY

Ash Brooke Construction Co., single-family residence at 7050 SR 13 N., \$564,679.

AVS Builders, single-family residence alteration at 1023 San Rafael St., \$400,000.

Bella Isla Builders LLC, single-family residence at 6304 Salado Rd., Treasure Beach, \$340,000.

David Weekley Homes, single-family residence at 565 Navigators Rd., Middlebourne, \$359,800.

DR Horton Inc., single-family residence at 53/63/79/87 Dovetail Cir., Parkland Preserve, \$200,000 (each).

Envision Custom Homes Inc., single-family residence at 1297 Scott Rd., \$536,860.

Joseph Andrew Homes LLC, single-family residence addition at 145 Morgan Ave., Surfside North Beach, \$425,620.

Lennar Homes, single-family residence at 1209/1256/1289/1300/1344 Stillwater Blvd., Stillwater, \$227,335 (each).

Lennar Homes, single-family residence at 1301 Stillwater Blvd., Stillwater, \$249,660.

Lennar Homes, single-family residence at 1313 Stillwater Blvd., Stillwater, \$266,190.

Lennar Homes, single-family residence at 38 Moneyball Cir., Stillwater, \$266,190.

Lennar Homes, single-family residence at 1265/1274/1292 Stillwater Blvd., Stillwater, \$268,280 (each).

Lennar Homes, single-family residence at 31 Moneyball Cir., Stillwater, \$268,280.

Lennar Homes, single-family residence at 1228/1277/1341 Stillwater Blvd., Stillwater, \$273,695 (each).

Lennar Homes, single-family residence at 1266 Stillwater Blvd., Stillwater, \$293,075.

Lennar Homes, single-family residence at 1323 Stillwater Blvd., Stillwater, \$296,115.

Lennar Homes, single-family residence at 121 Oaklawn Ct., Silver Landing, \$288,230.

Lennar Homes, single-family residence at 97/147 Oaklawn Ct., Silver Landing, \$299,630 (each).

LGI Homes LLC, single-family residence at 783/835 Morgans Treasure Rd., Morgan's Cove, \$233,922 (each).

Mattamy Homes, single-family residence at 104 Silkgrass Place, Arbors at Rivertown, \$282,625.

Mattamy Homes, single-family residence at 96 Silkgrass Place, Arbors at Rivertown, \$283,390.

Mattamy Homes, single-family residence at 178 Wild Sage Dr., Arbors at Rivertown, \$292,575.

Mattamy Homes, single-family residence at 60 Wild Sage Dr., Arbors at Rivertown, \$448,400.

Mattamy Homes, single-family residence at 160 Wild Sage Dr., Arbors at Rivertown, \$450,395.

Mattamy Homes, single-family residence at 287 High Brush Ct., Arbors at Rivertown, \$476,235.

Mattamy Homes, single-family residence at 95 Wild Sage Dr., Arbors at Rivertown, \$490,600.

Mattamy Homes, single-family residence at 112 Silkgrass Place, Arbors at Rivertown, \$207,750.

Mattamy Homes, single-family residence at 56 Wambaw Dr., Rivertown, \$225,000.

Pinnacle Homes Corp., single-family residence at 580 A1A N., Sun Valley, \$304,480.

Providence Construction Co., single-family residence at 114 Palm Crest Dr., Palm Crest at Nocatee, \$375,513.

Pulte Homes, single-family residence at 91 Hickory Pine Dr., Grand Oaks, \$226,160.

Pulte Homes, single-family residence at 99 Flintlock Ln., Preserve at Bannan Lakes, \$251,760.

Pulte Homes, single-family residence at 192 Hickory Pine Dr., Grand Oaks, \$319,520.

Pulte Homes, single-family residence at 412 Cedar Preserve Ln., Preserve at Bannan Lakes, \$340,560.

Richmond American Homes, single-family residence at 223 Goldenrod Dr., Whisper Creek, \$250,000.

Richmond American Homes, single-family residence at 356 Elm Creek Dr., Silverleaf, \$250,000.

Riverside Homes of North Florida, single-family residence at 475 Settlers Landing Dr., Crosswater Village, \$350,000.

Toll Brothers, single-family residence at 169 Cool Springs Ave., Town Center West End, \$225,864.

Toll Brothers, single-family residence at 156 Wye Rd., Mill Creek Forest, \$273,358.

Toll Brothers, single-family residence at 163 Cool Springs Ave., Town Center West End, \$271,343.

Toll Brothers, single-family residence at 147 Cool Springs Ave., Town Center West End, \$287,059.

Toll Brothers, single-family residence at 157 Cool Springs Ave., Town Center West End, \$287,377.

Toll Brothers, single-family residence at 167 Hillendale Cir., Bartram Ranch, \$479,844.

Toll Brothers, single-family residence at 73 Arum Ct., Beacon Lake, \$313,053.

Toll Brothers, single-family residence at 166 Daymark Ln., Beacon Lake, \$339,121.

Webb Properties & Improvements, single-family residence at 1055 W. 15th St., Collier Heights, \$235,000.

William G. McElroy, single-family residence at 6540 CR 214, \$350,000.

► Business Taxes

DUVAL COUNTY

Good Ole' Resources LLC, 5551 Casavedra Ct., Jacksonville 32244, consultant.

Matrix Home Remodeling LLC, 10 Chestnut Dr., Ocala 34480, public service or repair.

ST. JOHNS COUNTY

Unishippers 1670, 208 W. Davis Industrial Dr., St. Augustine 32084, business office.

Jason Palmer, 1092 S. Ponce de Leon Blvd. #K, St. Augustine 32084, chiropractor.

Beach Blonde Cleaning, 141 E. New England Dr., Eltkton 32033, cleaning service.

Genetics and Metabolism LLC, 167 Spanish Bay Dr., St. Augustine 32082, clinic.

Take2 LLC, 200 History Place, St. Augustine 32095, consultant.

Collis Construction Co. Inc., 307 Sawmill Landing Dr., St. Augustine 32086, finish carpentry.

Martin Epoxy LLC, 250 Sandy Creek Pkwy., St. Augustine 32095, floor covering.

Kaiser's Deli & Market, 4 White St. E., St. Augustine 32080, food deli.

On-Site Residential Services LLC, 35 Murcia Ct., St. Augustine 32084, handy man (non-structural).

Serve South LLC, 5290 Datil Pepper Rd., St. Augustine 32086, handy man (non-structural).

LEADS

106 2nd St., St. Augustine 32080, rental property.

West Augustine Management LLC, 931 N. Clay St., St. Augustine 32084, rental property.

Brewer Beach Rentals LLC, 3145 Coastal Hwy. #1148, St. Augustine 32084, rental service.

The Happy Filter, 155 Appleton Ct., St. Augustine 32092, repair service.

LaHaise Construction LLC, 2660 Juarez Ave., St. Augustine 32086, residential contractor.

Graves International Art, 3430 Red Cloud Trl., St. Augustine 32086, retail sales.

Taylor Collins Inc., 2455 Water Plant Rd., St. Augustine 32092, retail sales.

Dallessandro Creations, 616 Battersea Dr., St. Augustine 32095, retail sales.

Quidquid LLC, 143 Heritage Oaks Dr., St. Johns 32259, retail sales.

► Circuit Court Judgments

CLAY COUNTY

Ocala Tractor LLC vs. Pavcore LLC (foreign-Marion FL), 3519 Enterprise Way, Green Cove Springs 32043, \$22,593, plaintiff, case #2021-1063-CC, 08/24/22.

DUVAL COUNTY

DAS Holdings EBRA LLC vs. St. Johns EBRA Investments LLC, \$292,718, plaintiff, case #2021-CA-4350, 08/15/22.

Casa Maya Envios LLC vs. Innovation Homes Group Inc., 9891 San Jose Blvd.

#1, Jacksonville 32257, \$15,750, plaintiff, case #16-2022-SC-004192, 08/18/22.

Paradero Management LLC vs. Boyd Timber Inc./William E. Boyd/Ortega Chiropractic Corp., 4366 Roma Blvd., Jacksonville 32210, \$115,000, plaintiff, case #16-2017-CA-002715, 08/19/22.

ST. JOHNS COUNTY

Julington Square One LLC vs. Belgium Barista LLC nka Begian Sweet House Bistrot/Chanal Bjerchen/Dirk Decoster, 12276 San Jose Blvd. #713, Jacksonville 32223, \$63,969, plaintiff, case #CA22-0565, 08/23/22.

Pearl Delta Funding LLC vs. Classic Traffic School LLC/Peterson Registre (foreign-Nassau NY), 3088 Evans Ave., Ft. Myers 33901, \$33,640, plaintiff, case #CA22-1150, 08/26/22.

► Construction Liens

CLAY COUNTY

Claimant: World Electric Supply Inc., Contractor: Advanced Wiring Services, \$21,332, Owner: FCH Properties LLC, on property at 1150 Blanding Blvd., Orange Park 32065, Book/Page 4641/2002, 08/24/22.

DUVAL COUNTY

Claimant: Forterra Pipe & Precast LLC, Contractor: ACS Utilities LLC, \$19,927, Owner: Racetrack Properties I LLC, on property at 14950 Bartram Commons Dr., Jacksonville 32258, Book/Page 20397/214, 08/15/22.

Claimant: LDP Quality Construction Inc.,

Contractor: AJAX Homes LLC, \$22,191, Owner: AJAX Homes LLC, on property at 938 Mikael Ave., Jacksonville 32205, Book/Page 20398/1797, 08/16/22.

Claimant: Billd Exchange LLC, Contractor: Solar One LLC, \$133,548, Owner: Fields Pag Inc., on property at 11211 Atlantic Blvd., Jacksonville 32225, Book/Page 20399/573, 08/16/22.

Claimant: All Pro Asphalt, Contractor: Jax Dirtworks Inc., \$94,703, Owner: Orange Park Exchange Apartments LLC, on property at 4925 Collins Rd., Jacksonville 32244, Book/Page 20399/760, 08/16/22.

Claimant: Florida Empire Plumbing Inc., Contractor: San Remo Residences TIC I LLC/San Remo Residences TIC II LLC/San Remo Residences TIC III LLC et al., \$27,960, Owner: San Remo Residences TIC I LLC/San Remo Residences TIC II LLC/San Remo Residences TIC III LLC et al., Book/Page 20399/2272, 08/17/22.

Claimant: Florida Empire Plumbing Inc., Contractor: Miramar Residences TIC I LLC/Miramar Residences TIC II LLC/Miramar Residences TIC III LLC et al., \$30,815, Owner: Miramar Residences TIC I LLC/Miramar Residences TIC II LLC/Miramar Residences TIC III LLC et al., Book/Page 20399/2274, 08/17/22.

Claimant: Florida Empire Plumbing Inc., Contractor: Catalina Residences TIC I LLC/Catalina Residences TIC II LLC/Catalina Residences TIC III LLC et al., \$48,645, Owner: Catalina Residences TIC I LLC/Catalina Residences TIC II LLC/Catalina Residences TIC III LLC et al.,

Book/Page 20399/2275, 08/17/22.

Claimant: Bradco Environmental LLC, Contractor: Happy New Good Year 770 LLC, \$112,500, Owner: Happy New Good Year 770 LLC, on property at 5865 Arlington Expy., Jacksonville 32211, Book/Page 20400/87, 08/17/22.

Claimant: Dawkins Inc. dba Big D Building Center, Contractor: Young American Homes, \$94,927, Owner: Timberlin Park Homeowners Association Inc., on property at 7701 Timberlin Park Blvd., Jacksonville 32256, Book/Page 20402/433, 08/18/22.

NASSAU COUNTY

Claimant: Hawkins Construction Inc., Contractor: Property Management Support Inc., \$629,276, Owner: Property Management Support Inc., on property at 76010 William Burgess Blvd., Yulee 32097, Book/Page 2586/618, 08/24/22.

Claimant: Argos USA LLC, Contractor: AA Pittman & Sons Concrete Co. Inc., \$35,677, Owner: Jacksonville Senior Living LLC, on property at Sec. 27/40 02N 28E (metes and bounds), Book/Page 2587/1981, 08/31/22.

ST. JOHNS COUNTY

Claimant: Challenger Irrigation Inc., Contractor: Sun State Nursery and Landscaping, \$43,160, Owner: Durbin Creek National LLC, on property at 9B & Peyton Pkwy., St. Johns, Book/Page 5620/886, 08/22/22.

Claimant: J&M Building Solutions 1, Contractor: SPC Roofers LLC, \$11,800,

Owner: Inlet Place Condo, on property at 75 Comares Ave., St. Augustine 32080, Book/Page 5620/1879, 08/23/22.

Claimant: Consolidated Electrical Distributors Inc., Contractor: Bacck Electric LLC, \$25,385, Owner: Arlie Whitlow/Palms Professional Park LLC, on property at 2050 St. Johns Pkwy. #111, Jacksonville 32259, Book/Page 5621/956, 08/24/22.

Claimant: Certapro Painters Corp., Contractor: Adkins Construction Co. LLC, \$20,150, Owner: Heritage Landing Community Development District, on property at 370/380 Heritage Landing Pkwy., St. Augustine 32092, Book/Page 5622/273, 08/25/22.

► Federal Tax Liens

DUVAL COUNTY

Stephen R. Slevin Estate, 1041 Florida Blvd., Neptune Beach 32266, \$32,251, (706), Book/Page 20399/658, 08/16/22.

Family Farms Pet Spa and Resort LLC/Family Farms Pet Spa and Resort, 11250 Old St. Augustine Rd., Jacksonville 32257, \$13,443, (941), Book/Page 20399/657, 08/16/22.

MM Business and Accounting Services Inc., 3020 Hartley Rd. #300, Jacksonville 32257, \$97,372, (941), Book/Page 20399/656, 08/16/22.

ZZ-MAC Inc., 9655 FL Min Blvd. W. #305, Jacksonville 32257, \$69,848, (940/941), Book/Page 20399/655, 08/16/22.

Lakeisha S. Murray dba

Precisely Lashed Studio, 13245 Atlantic Blvd. #4/531, Jacksonville 32225, \$58,543, (940/941), Book/Page 20399/661, 08/16/22.

Cary Stroud, 1293 Royal Dornoch Dr., Jacksonville 32221, \$31,521, (CIVP), Book/Page 20399/663, 08/16/22.

ST. JOHNS COUNTY

Asia Capital Real Estate Blocker 1 Inc., 822 A1A N. #310, Ponte Vedra 32082, \$177,757, (1120/6038), Book/Page 5620/596, 08/22/22.

► Releases of Federal Tax Liens

CLAY COUNTY

Genplant On-Site Energy LLC, 4035 Reynolds Blvd., Green Cove Springs 32043, \$279,208, (941), Book/Page 4642/729, 08/25/22.

DUVAL COUNTY

Cathleen F. Outler, P.O. Box 551286, Jacksonville Beach 32250, \$81,900, (6672), Book/Page 20399/666, 08/16/22.

Matthew J. Gilligan, 105 Oakwood Rd., Jacksonville Beach 32250, \$17,305, (CIVP), Book/Page 20399/668, 08/16/22.

Bull Electric Contractors LLC, 5515 Sharon Terr., Jacksonville 32207, \$16,867, (941), Book/Page 20399/674, 08/16/22.

Salsas of Collins Road Corp., 7083 Collins Rd. #106-108, Jacksonville 32244, \$13,840, (941), Book/Page 20399/675, 08/16/22.

ST. JOHNS COUNTY

Owen Electric Co. Inc., 1775 Lakeside Ave., St. Augustine 32084, \$53,599, (941), Book/Page 5620/675, 08/22/22.

► State Tax Liens

CLAY COUNTY

Naco Taco Inc., 1113 Maple Ln., Orange Park 32065, \$41,961, (sales & use), Book/Page 4640/668, 08/18/22.

ST. JOHNS COUNTY

Growers Alliance Inc., 322 Anastasia Blvd., St. Augustine 32080, \$11,987, (sales & use), Book/Page 5622/171, 08/25/22.

James Miller, 268 Deer Run Ln., Ponte Vedra Beach 32082, \$42,293, (sales & use), Book/Page 5622/1525, 08/26/22.

O&O Enterprises LLC, 2700 FL-16 #607, St. Augustine 32092, \$19,901, (sales & use), Book/Page 5622/1530, 08/26/22.

A1A Property Preservation LLC, 129 Hondo Dr., St. Augustine 32086, \$11,614, (sales & use), Book/Page 5622/1526, 08/26/22.

► Real Estate Transactions

CLAY COUNTY

PAC 198 Arora LP to BMF V FL Arbors Orange Park LLC, 111 E. Sego Dr. #400, Sandy, Utah 84070; 198 Arora Blvd., Orange Park 32073, ID 06-04-26-010683-003-01, \$56,000,000.

Branan Field Village LLC

to DR Horton Inc., 4220 Race Track Rd., St. Johns 32259; 1735 Jeremiah St., Middleburg 32068, ID 32-04-25-008102-000-00, \$3,320,000.

OOYL Holdings LLC to Dew1014 Investments LLC, 1920 E. Hallandale Beach Blvd. #906, Hallandale Beach 33009; 2496 Blanding Blvd./Lion Ln., Middleburg 32068, Lot 15 ID 11-05-24-006078-000-00/11-05-24-006074-001-01, \$3,264,800.

Lake Asbury Learning Center LLC to Lake Asbury Realty LLC, 759 Hillcrest Place, Valley Stream, N.Y. 11581; 2781 Henley Rd., Green Cove Springs 32043, ID 21-05-25-010094-002-02, \$1,545,000.

Chad E. Tucker and Sommer N. Tucker to William Douglas Gardner Jr. and Chelsea Rose Gardner, 1523 Fraser Rd., Green Cove Springs 32043, Lot 8 ID 28-05-26-014359-002-00, \$1,450,000.

SCF RC Funding I LLC to Harry Z Wilson Family LP, 752 19th St., Santa Monica, Calif. 90402; 1803 Eastwest Pkwy., Fleming Island 32003, ID 05-05-26-014190-010-02, \$1,340,133.

Gordon Dace and Angela Lee to Vincent Bocelli and Carol Bocelli, 161 Williams Park Rd., Green Cove Springs 32043, ID 08-07-27-016081-035-00, \$1,300,000.

R13 Investments LLC to Blanding Express Wash LLC, 1 Pickwick Plz., Greenwich, Conn. 06830; 1004 Blanding Blvd., Orange Park 32065, Ridgewood Division Of Orange Park ID 40-04-25-020645-000-00, \$1,300,000.

Standard Pacific of Tampa LLC to Upward America Southeast Property Owner,

CLASSIFIED ADS

Call Deborah Green at 904-265-2202 to advertise.

REQUEST FOR PROPOSAL



The Early Learning Coalition of Duval (the "Coalition"), a Florida not-for-profit organization dedicated to quality early care and education in Duval County - Florida, is seeking Multifunctional copier – leasing, maintenance, and support. In order to select a **contractor (hereinafter referred to as the Proposer)** to deliver these services, the Coalition requests a proposal for services. Upon receipt of all the proposals, the Coalition will review and make a decision based on experience with copier leasing, maintenance, and support, cost, and other factors which would be appropriate for a review of proposal. The selected vendor will be required to enter into an agreement with the Coalition for the services listed below, and to ensure adherence to all applicable federal and / or state laws. Any Contractor interested in providing commodities and/ or services requested in the RFP must respond to this RFP. Certified Minority Business Enterprises are encouraged to participate in any solicitation conferences that are scheduled. The complete bid can be found on our website <http://www.elcduval.org/procurement/>. All questions must be sent via email to Jim Ungaro at jungaro@elcduval.org. Please identify "RFP-ELCD-MC-2223" within the subject line. Proposals Due: Thursday, Sept. 29, 2022 by 5:00pm

Notice of Public Sale

All My Sons Jacksonville will sell the storage units listed below on 9/13/22 at the storage facility located at 6805-1 Stuart Lane South, Jacksonville, FL 32254. Winning bidders must pay with cash. All storage units contain general household goods, etc. Mix of 21 units and pallets. Call 904-642-6900 for questions.

Gabby Dillard, Valencia Cagiano, Robery Schvey James Ellison, Keith Oschea

Place your Classified Ad in the
JACKSONVILLE BUSINESS JOURNAL

What's happening in your business community?

Get more than 10,000 new industry leader contacts and award winning local business news.

bizjournals.com/jacksonville/subscribe

SUBSCRIBE
TO BE IN
THE KNOW.



ACCELERATE BUSINESS GROWTH

75%

of subscribers believe advertisers are industry leaders.

70%

of subscribers maintain advertisers as top of mind.

ADVERTISE IN THE 2022-2023 BOOK OF LISTS

Home of Jacksonville's Leading Brands

Source: ACBJ 2021 BOL subscriber study

BOOK of LISTS

Contact **Sara Leutzinger Pomposo** to secure your premium position
904-265-2203 | sleutzinger@bizjournals.com
or visit BizJournals.com/Book

Scan to learn more



LEADS

P.O. Box 550609, Atlanta, Ga. 30355; 175/177/181 Sweet Lemon Ln. et al., Orange Park 32065, Grove Pointe At Oakleaf Phase 2 ID 05-04-25-007868-035-96/05-04-25-007868-035-97/05-04-25-007868-035-98 et al. (6 parcels), \$1,224,000.

Kent Wilson and Helen S. Wilson Revocable Trust to Kent Wilson and Terry Wilson, 110 Whispering Woods Dr., Fleming Island 32003; 107 Whispering Woods Dr., Fleming Island 32003, Whispering Woods ID 41-05-26-015197-012-00, \$1,000,000.

Ashley Clay Sweat and Amanda Sweat to Patrick F. Mahoney and Lisa L. Mahoney, 4106 Carriage Crossing Ln., Orange Park 32065, Prairie Dunes At Oakleaf Plantation ID 13-04-24-005542-014-38, \$875,000.

Foxlake Inc. to Hutton Orange Park FL St LLC, 736 Cherry St., Chattanooga, Tenn. 37402; 890 Blanding Blvd., Orange Park 32065, ID 23-04-25-020392-008-01, \$850,000.

Roxanne Dionne and Charles B. Laughlin to Daniel Stephen Pride Jr. and Amanda Barksdale Pride, 1401 S. Shore Dr., Fleming Island 32003, Doctors Lake South Unit Two ID 29-04-26-021324-000-00, \$790,000.

Andrew B. Brown to Venra Holdings LLC, 3315 Withersed Ln., Walnut Creek, Calif. 94598; 2217 Kingsley Ave., Orange Park 32073, Orange Park ID 07-04-26-013081-001-01, \$770,000.

Michael E. Collins and Virginia B. Collins to Brian K. Leland and Dianne Leland, 5727 CR 209 S., Green Cove Springs 32043, ID 17-07-27-016093-012-12, \$750,000.

Daniel Mark Seals and Jessica Christine Seals to Bonnie Rebecca Schmitt and Benjamin Regis Schmitt, 1840 Moorings Cir., Middleburg 32068, Paradise Moorings ID 36-04-25-008311-001-79, \$730,000.

Allen Nadeau and Leslie A. Nadeau to Brian K. Genton and Jennifer B. Genton, 1848 Moorings Cir., Middleburg 32068, Paradise Moorings ID 36-04-25-008311-001-81, \$730,000.

Tanya Paradiso Dilmuth and Andrew G. Dilmuth to Hui Wei Yun and Wei Fang, 2177 Arden Forest Place, Fleming Island 32003, Eagle Nest Preserve At Eagle Harbor ID 05-05-26-014190-026-77, \$700,000.

Brian Cerwonka and Donna Cerwonka et al. to William Chester Grodzki and Leslie Ann Grodzki, 1475 Course View Dr., Fleming Island 32003, Waterford Landing At Eagle Harbor ID 32-04-26-021262-010-34, \$675,000.

ARMV 5 LLC to SRAM Park I A LLC, 5001 Plaza on the Lake #200, Austin, Texas 78746; 3011 Brittany Bluff Dr./763 Celebration Ln., Orange Park 32073, Brittany Bluff ID 03-04-25-007864-006-11/17-04-25-007948-002-65, \$671,700.

Maria Luque De Carlson to Larry Bosman and Felicia J. Bosman, 2464 Pinehurst Ln., Fleming Island 32003, Southern Links Unit Two ID 16-05-26-014266-013-44, \$663,500.

Gregory L. Wood and Melinda C. Wood to Glover Dietrick and Noorulhuda Glover, 4144 Carriage Crossing Ln., Orange Park 32065, Prairie Dunes At Oakleaf Plantation ID 13-04-24-005542-014-32, \$655,000.

Thomas N. Lucas and Cynthia R. Lucas to Kevin Lee Martin and Kathryn L. Martin, 3035 Country Club Blvd., Orange Park 32073, Country Club Of Orange Park Unit Ten ID 02-04-25-

008814-319-17, \$650,000.

Michael S. Grimme and Beverly A. Grimme to Jean Antoine and Linsey Prosper Jean, 4205 Eagle Landing Pkwy., Orange Park 32065, Eagle Landing At Oakleaf Plantation Phase Two ID 12-04-24-005542-004-02, \$635,000.

George Elden Bates and Cynthia Bates to James Vincent Dowling IV and Jamie Lyn Dowling, 3574 Grand Victoria Ct., Green Cove Springs 32043, Magnolia Point Golf And Country Club Phase VIII C ID 05-06-26-015231-018-45, \$617,000.

Drees Homes of Florida Inc. to Michael Crumrine Martin and Cynthia Crumrine et al., 1076 Oakland Hills Ave., Middleburg 32068, Oakland Hills At Eagle Landing ID 18-04-25-007953-060-32, \$599,900.

Catamount Properties 2018 LLC to Keith Griner, 1735 Eagle Watch Dr., Fleming Island 32003, Eagle Watch At Eagle Harbor ID 30-04-26-021262-027-18, \$599,900.

OP GOLD LLC to Matthew C. Young and Brittanie R. Young, 3415 Oglebay Dr., Green Cove Springs 32043, Magnolia Point Golf And Country Club Phase VIII B ID 05-06-26-015231-019-22, \$595,000.

Michelle Liu to Brandon Palmer and Taniqua Palmer, 2561 Sunny Creek Dr., Fleming Island 32003, Spring Creek At Eagle Harbor ID 08-05-26-014264-005-24, \$589,900.

William J. Powers and Tanya S. Powers to Samir Alijagic and Shannon Nicole Alijagic, 578 Golden Links Dr., Orange Park 32073, Country Club Of Orange Park Unit Two ID 02-04-25-008814-255-39, \$586,000.

Reva Victoria Park LLC to FL Victoria at Orange Park 1 LLC, 1240 E. 2100th S. #300, Salt Lake City, Utah 84115; 1710 Wells Rd., Orange Park 32073, ID 05-04-26-010670-004-00, \$561,500.

Richard D. Gaddie and Pamela D. Gaddie to Jason D. Trescott and Rosalie Trescott, 2325 Links Dr., Fleming Island 32003, Links Unit One ID 08-05-26-014266-035-95, \$551,000.

DUVAL COUNTY

Conglobal Industries Real Estate LLC to Moncrief Owner LLC, 350 W. Hubbard St. #605, Chicago, Ill. 60654; 8825 Moncrief Dinsmore Rd./Jolene Dr./Jolene Dr. #1, Jacksonville 32219, ID 003946-0010/002796-1000/002796-0900 et al. (4 parcels), \$13,500,000.

Stonemont Village Apartments LLC to Stonemont Holdings LLC and Stonemont NCM LLC et al., 2 Enterprise Dr. #406, Shelton, Conn. 06484; 2930 Stonemont St., Jacksonville 32207, Lot 6 ID 125363-0010, \$13,000,000.

POI Acquisition Corp. to EMSE Holdings LLC, 1850 Powell Place, Jacksonville 32205; 5 W. Forsyth St., Jacksonville 32202, Harts Map ID 073682-0000, \$4,000,000.

First Coast Property of Jacksonville Inc. to 3625 Rogero Road LLC, 6046 Lake Shore Dr. S., Seattle, Wash. 98118; 3625 Rogero Rd., Jacksonville 32277, Fairway Forest Addition ID 111495-0000, \$3,150,000.

James Alan Creel and Heather L. Creel to Christopher K. Funk and Marcea Funk, 4118 Ortega Forest Dr., Jacksonville 32210, Ortega Forest Unit One ID 100714-0000, \$2,500,000.

William C. Gentry and Celeste Krueger to Christopher Funk and The Carter Funk Family et al., 1224 Redbud Ln., Jacksonville

32207, ID 099158-0015, \$2,418,800.

VM Pronto LLC to BTR Scattered Site Owner 2 LLC, 5001 Plaza on the Lake #200, Austin, Texas 78746; 1139/1164 Morning Light Rd./7625 Ginder Ct. et al., Jacksonville 32218, Daybreak Woods Phase 4 ID 106939-1820/106939-1310/013861-3105 et al. (5 parcels), \$1,857,000.

Ganesh Hospitality Group LLC to 376 New Berlin Rd LLC, 10516 Jamaica Ave., Richmond Hill, N.Y. 11418; 376 New Berlin Rd., Jacksonville 32218, John Broward Grant ID 106956-0000, \$1,750,000.

Janet Bliton to Andrew Talmadge Coley and Victoria Royer Coley, 10120 Whippoorwill Ln., Jacksonville 32256, Deerwood Unit Three ID 148630-0740, \$1,689,000.

Tino Schuler and Silke Schuler to Benjamin Andrew Himmel and Maria Azua Himmel, 7738 A.C. Skinner Pkwy. #6313, Jacksonville 32256; 1719 Harrington Park Dr., Jacksonville 32225, Queens Harbour Yacht And Country Club Unit Twenty ID 167128-5080, \$1,600,000.

Brian K. Walsh and Gerald W. Walsh Living Trust et al. to Janga LLC, 1614 Sheffield Park Ct., Jacksonville 32225; 14647 Island Dr., Jacksonville 32250, The Isle Of Palms ID 177053-0000, \$1,550,000.

Maronda Homes LLC of Florida to Resicap Florida Owner LLC, 3630 Peachtree Rd. NE #1500, Atlanta, Ga. 30326; 4139/4141/4143 Deer Trace Ln. et al., Jacksonville 32257, St. Augustine Place Townhomes ID 155918-0165/155918-0160/155918-0155 et al. (8 parcels), \$1,520,000.

6565 Beach Blvd LLC to OKY Property Management Services LLC, 5800 Beach Blvd. #111, Jacksonville 32207; 6565 Beach Blvd., Jacksonville 32216, Mattie Skinners Subdivision ID 134921-0000, \$1,450,000.

J. Winder Hughes Jr. and John Winder Hughes Jr. Revocable Trust et al. to Restaurant Holdings LLC, 45 Ottawa Ave. SW #600, Grand Rapids, Mich. 49503; 2001 Hamilton St., Jacksonville 32210, Lakeside Park ID 093811-0010, \$1,300,000.

Sandra F. Azar to Dennis Peter Sorresso and Eleanor Bhat Sorresso, 3855 San Jose Blvd., Jacksonville 32207, Colonial Manor ID 082785-0000, \$1,200,000.

Kenneth Miller and Emily S. Miller to Ryan Mathew Thibeault and Michelle Martha Thibeault, 1542 West Rd., Jacksonville 32216; 1542 Park Terr. W., Atlantic Beach 32233, Selva Marina Unit #2 ID 171940-0000, \$1,125,000.

Robin Murdono to Tyler Kendall and Jennifer Megan Kendall, 504 6th Ave. N., Jacksonville Beach 32250, Pablo Beach Improvement Company's Plat ID 174204-0100, \$1,100,000.

HCC Tamaya Residential LLC to Maoyin Pang and Feifei Ding, 2853 Cassia Ln., Jacksonville 32246, Isabella At Tamaya Phase 2 ID 165282-0755, \$1,000,000.

Samuel Hugh Dickerson and Dyan Francis Dickerson to Maximilian Samuel Glober and Emily Dobson Glober, 3585 Richmond St., Jacksonville 32205, Ingleside Heights ID 078542-0000, \$995,000.

David M. Russo and Jessica A. Russo et al. to Scott Richard Steinberg and Alana Rae Steinberg, 3754 Burnt Pine Dr., Jacksonville 32224, Crosswater At Pablo Bay Phase One ID 167451-2645, \$980,000.

Louis Zamboli and Rita

Zamboli to Decagon LLC, 4101 Gulf Shore Blvd. N., Naples 34103; 1431 Riverplace Blvd. #3105, Jacksonville 32207, The Peninsula At St. Johns Center ID 080393-0720, \$980,000.

Hopkins Street Investment LLC to Ashley Suzanne Mederos and Ashley Mederos Family Irrevocable Trust, 1215 Kings Rd., Neptune Beach 32266, Indian Woods ID 178634-0000, \$960,000.

Charles H. Glover and Michelle Glover to Dameon A. Pryce and Cyrena R. Pryce, 8488 Hipps Rd., Jacksonville 32244, Jacksonville Heights ID 016082-0000, \$950,000.

Tanya M. Blaylock and Stephen W. Blaylock to Danny R. Barlow and Kimberly R. Barlow, 4787 Yacht Ct., Jacksonville 32225, St. Johns Landing Estates Unit Three ID 160677-5865, \$950,000.

G. William Magro and Diane G. Magro et al. to Vitalii Canzha, 13643 Marsh Harbor Dr. N., Jacksonville 32225, Queens Harbour Yacht And Country Club Unit Eighteen ID 167127-9445, \$940,000.

HCC Tamaya Residential LLC to Mingsen Zhang and Wenqin Zhang, 2966 Cassia Ln., Jacksonville 32246, Isabella At Tamaya Phase 1 ID 165282-0575, \$914,500.

Paul M. Roland and Laura J. Rolapd to Marc Hassan and Meghan Hassan, 1674 Park Terr. E., Atlantic Beach 32233, Selva Marina Unit #7 ID 172020-0316, \$900,000.

Daniel Lee Mcmillan and James Christopher Anderson to Joshua M. Bergman and Dory S. Bergman, 13775 Deer Chase Place, Jacksonville 32224, Pablo Bay Phase Three ID 167453-2085, \$890,000.

Nathan Buzza and Trudi Buzza to Robert J. Petrie and Kaitlyn A. Petrie, 2529 Tuscan Oaks Ln., Jacksonville 32223, Tuscan Oaks ID 105739-7660, \$875,000.

Pivot REI Homes JV LLC to Supra Distributors LLC, 4176 Highwood Dr., Jacksonville 32216; 2627 Spring Park Rd., Jacksonville 32207, St. Nicholas Springs ID 125469-0010, \$875,000.

HCC Tamaya Residential LLC to Brenna Elizabeth Morgan and Christopher Edward Morgan, 12626 Costas Way, Jacksonville 32246, Isabella At Tamaya Phase 2 ID 165282-1115, \$874,700.

Christopher Hope and Dana Hope to Spencer Lloyd and Laura G. Lloyd, 10035 Ft. George Rd., Jacksonville 32226, Johnsons Subdivision ID 169182-0000, \$850,000.

Jordan W. Ward and Dawn K. Ward to Richard F. Felton and Mary L. Felton, 11 Pine Manor Dr., Ponte Vedra 32081, Timberland Ridge At Nocatee ID 168171-0390, \$849,000.

HCC Tamaya Residential LLC to Adeline Deladisma, 2673 Cassia Ln., Jacksonville 32246, Isabella At Tamaya Phase 2 ID 165282-0895, \$833,600.

MKIDA LLC to Jamie Vogter Lenda and Joseph Lenda, 1349 Plantation Oaks Dr. S., Jacksonville Beach 32250, Plantation Oaks ID 179997-5240, \$815,000.

Spyglass Property Holdings LLC to Gregory A. Mcgarity and Laura Mcgarity et al., 12888 Biggin Church Rd. S., Jacksonville 32224, Jacksonville Golf & Country Club Unit Three A ID 167455-9160, \$775,000.

VM Master Issuer LLC to BTR Scattered Site Owner 2 LLC, 5001 Plaza on the Lake #200, Austin, Texas 78746; 12411 Silent Brook Trl. N., Jacksonville 32225, Villas At Cross Creek Unit 2 ID 162224-3395, \$765,900.

Barbara Joan Warwick

and The Barbara Joan Warwick et al. to Johnathan Shewmaker, 220 Riverside Ave. #221, Jacksonville 32202; 123 6th Ave. S. #C, Jacksonville Beach 32250, Las Palmas Oceanside ID 175961-0518, \$765,000.

Joshua A. Castillo and Bethany Yarnell et al. to Nathaniel Scott Benson, 1350 Belvedere Ave., Jacksonville 32205, Avondale ID 079761-0000, \$760,000.

William I. Carr Jr. and Linda S. Carr to Lisa Joann Garcia and Luis Humberto Garcia, 3859 Brampton Island Ct. N., Jacksonville 32224, Jacksonville Golf & Country Club Unit Five C ID 167456-5180, \$750,000.

William A. Mcarthur Jr. and Kathleen A. Mcarthur to Austin M. Fischer and Alicia Y. Fischer, 5081 Ortega Forest Dr., Jacksonville 32210, Ortega Forest Unit Twelve ID 101194-0728, \$750,000.

Michelle M. Camp and Richard E. Camp II to Michelle Alyce Mullane and Jared Mullane Dillon, 1120 Seabreeze Ave., Jacksonville Beach 32250, Williams Coastal Boulevard Heights ID 179944-0200, \$745,000.

Elizabeth L. Odum to Matthew Louis Hazelwood and Laura Hazelwood, 202 Conner Ln., Jacksonville 32211, Oakwood Villas ID 144888-0000, \$735,000.

Jingcheng Tong and Judy Z. Deng to Shadi Abdelrazeq Qasem and Tahir Salih Ziyan, 10248 Cypress Lakes Dr., Jacksonville 32256, Deercrest Country Club Unit Five ID 167801-4815, \$730,000.

James F. Amerault to Carriere Family LP, 6520 Ft. Caroline Rd., Jacksonville 32277; 4237 Stacey Rd. W., Jacksonville 32250, Pablo Keys ID 180071-0010, \$711,800.

Philip M. Dinelli to Alan Brisk, 1149 Sandpiper Ln. E., Atlantic Beach 32233, Selva Links Unit 1 ID 172374-5250, \$700,000.

Esquire Trustee Service LLC and Gossett & Land Trust et al. to BCEL 100 LLC, 7563 Philips Hwy. #208, Jacksonville 32256; 14330/14340/14350 Lyle Rd. et al., Jacksonville 32218, Duval City ID 107836-0125/107836-0130/107838-0120 et al. (5 parcels), \$680,000.

Lorena A. Fernandez to Thomas Z. Thompson and Sonya L. Rice Thompson, 3048 Danube Ct., Jacksonville 32246, Bella Nina At Tamaya ID 167066-1865, \$679,000.

Thomas Paul Jocelyn and Megan Rae Jocelyn to Donald E. Richardson and Sharon C. Richardson et al., 1913 Celtic Rd., Tallahassee 32317; 12637 Windy Willows Dr. N., Jacksonville 32225, Trevor Green At Sterling Ridge Unit Six ID 162200-3040, \$675,000.

Jazz Solutions LLC to Ira Sandron and Ira Sandron Revocable Trust, 2834 Park St., Jacksonville 32205; 2836 Park St., Jacksonville 32205, Starkess Subdivision ID 078353-0000, \$665,000.

Keith Boucher and Ashleigh Beth Boucher et al. to Katherine F. Robbins and Eric A. Robbins, 40 Northgate Dr., Ponte Vedra Beach 32082; 14512 Pablo Terr., Jacksonville 32224, San Pablo Park Unit 2 ID 177277-0000, \$650,000.

H. Ronald Levin and Joan L. Levin to Evan P. Moody and Cayela C. Moody, 2315 Miller Oaks Dr. N., Jacksonville 32217, Miller Oaks ID 151436-0000, \$650,000.

Kye L. Coolbaugh and Megan M. Coolbaugh to Kristopher M. Wagner and Allison Kay C. Bautista, 2734 Downing St., Jacksonville 32205, Lot

4 New Riverside ID 064306-0015, \$645,000.

Brandon Christopher Hernandez and Danielle Marie Hernandez to Brittany Nicole Hummell and Lea Ladue Shay, 1262 Ovington Rd. S., Jacksonville 32216, Glynlea Park Unit 6 ID 139607-0000, \$635,000.

Evan P. Moody and Cayela C. Moody to Samuel W. Ranard and Corey R. Wilson, 1764 River Plantation Ln., Jacksonville 32223, River Oaks Unit One ID 105964-5345, \$615,000.

Stephen Torruella and Keshia Torruella to William Lionel Flournoy III and Cristina Eliz Flournoy, 13871 Softwind Trl. N., Jacksonville 32205, Marsh Sound Unit Two A ID 167333-0665, \$610,000.

Robert J. Henry and Kelly D. Henry to Evan C. Ged and Emily L. Ged, 10216 Fulcrum Ave., Jacksonville 32256, Etown Parcel E 5 Phase 1 ID 167776-1550, \$609,900.

Teresa Romano and Thomas Romano to Cary Beuershausen and Jennifer Beuershausen, 13840 Asher Cove Ct., Jacksonville 32224, Covenant Cove ID 167115-6015, \$600,000.

Matthew G. James and Amanda A. James to Michael Thomas West and Steffanie Ann West, 12008 Rising Oaks Dr. E., Jacksonville 32223, River Oaks Unit One ID 105964-5420, \$600,000.

Hector L. Correa and Monica Correa to Joseph Andre Co. Yu and Ashton R. Yu, 4574 Reed Bark Ln., Jacksonville 32246, Old Mill Branch Unit One ID 167727-1885, \$585,500.

Candice Noll to Kelly Marie McInanahan, 62 Ocean Blvd., Atlantic Beach 32233, Seaside Of Atlantic Beach ID 170226-0102, \$585,000.

Felton Perdue Jr. and Mary L. Perdue to Ngoc Thi My Nguyen and Jeremy Wayne Morrow, 1762 W. Minerva Ave., Anaheim, Calif. 92804; 2419 Peg Leg Rd., Jacksonville 32224, Holiday Harbor Unit Four ID 167444-0051, \$580,000.

Emir Ljeskovica to Jeanette L. Bushman and Cary Bushman, 7892 Red Clover Ct., Jacksonville 32256, Timberlin Parc ID 149208-3035, \$579,000.

Ashley and Pearl Parking LLC to 606 Pearl St LLC, 1 Independent Dr. #1200, Jacksonville 32202; 606 N. Pearl St., Jacksonville 32202, Harts Map ID 074280-0000, \$578,700.

Mohammed Z. Alam and Runa F. Alam to Reza Bin Raquib, 177 Union Hill Dr., Ponte Vedra 32081; 1153 Mcduff Ave. S., Jacksonville 32205, Strengs Replat ID 063216-0000, \$575,000.

Thomas W. Maddison and Renee Malcuit Maddison Kelley to Jessica Evitt and Mason Althar, 1284 Ruth Ave., Jacksonville Beach 32250, Williams Coastal Boulevard Heights ID 179962-0200, \$575,000.

OP Gold LLC to Steven M. Gole and Elizabeth A. Gole, 366 Aspen Leaf Dr., Ponte Vedra 32081, Cypress Trails At Nocatee Phase Two ID 168148-1885, \$575,000.

Devon Sprague and DES Revocable Trust et al. to Gary Kao and Ashley Smith, 4341 Woodmere St., Jacksonville 32210, St. Johns Park ID 069030-0000, \$570,000.

Shawn Swartz and Kelly Black Swartz to Emily Dofflemeyer and Matthew Dofflemeyer, 3950 Danforth

Dr. W., Jacksonville 32224, Danforth ID 167735-7885, \$564,900.

Providence Construction Co. to William J. Sanford and William Jason Sanford, 9804 Intellect Trl., Jacksonville 32256, Kettering At E Town Phase 2 ID 167762-3765, \$554,500.

Gwendolyn Denise Lewis and Kelvin L. Lewis to Edward Sunil Horton and Erin Crannell Horton Kelsey, 6166 Kissengen Springs Ct., Jacksonville 32258, Bartram Springs Unit 1B ID 168143-5235, \$550,000.

M&H Homes LLC to Diana Miller Lloyd and Andrew J. Carreras, 1528 Blair Rd., Jacksonville 32221, Sacred Properties Of Florida LLC ID 008960-0060, \$550,000.

Eric Williams Drinkwater and Michael Krivensky to DSM Renovations LLC, 1433 Ponte Vedra Blvd., Ponte Vedra Beach 32082; 1910 Oak Grove Cir., Jacksonville Beach 32250, San Pablo Terrace ID 178170-0000, \$550,000.

Debra A. Futch and David L. Futch to Tuan Lam, 6130 Firestone Rd., Jacksonville 32244, Jacksonville Heights ID 014562-0000, \$545,000.

Emily Thomas and Thomas Logan to Richard M. Gebhart and Sonja S. Gebhart, 13752 Night Hawk Ct., Jacksonville 32224, Osprey Pointe ID 167332-3050, \$543,800.

Ronald L. Hunt to CPA Folder LLC, 13500 Beach Blvd. #45, Jacksonville 32224; 3864 Burnt Pine Dr., Jacksonville 32224, Crosswater At Pablo Bay Phase One ID 167451-2180, \$540,000.

GGRD LLC to ACJI Holdings LLC, 13453 N. Main St. #201, Jacksonville 32218, Duval Station Condominiums ID 106936-0522, \$540,000.

Richard Bennett to Robert H. Stoddard and Harriett L. Stoddard, 13733 Sandy Creek Dr., Jacksonville 32224, Danforth ID 167735-8170, \$538,000.

Rebecca J. Finn and James W. Finn to Daniel J. Andrade and Lori A. Andrade

LEADS

to Carriageway Florida LLC, 6900 Perrysville Ave., Pittsburgh, Pa. 15202; 26 Cordova St., St. Augustine 32084, ID 205500 0000, \$2,875,000.

Kelly M. Flynn to 707 Associates LLC, 100 Sterling Pkwy. #G19, Mechanicsburg, Pa. 17050; 160 Quadrille Way, Ponte Vedra Beach 32082, Quadrille ID 062079 0120, \$2,550,000.

Anthony W. Florio II and Kandi Carmel Florio to Vino Dolina Ranch LLC, 485 Ranch Rd., Ponte Vedra 32081, ID 023250 0080, \$2,500,000.

Patricia A. Billingsley and Patricia A. Billingsley Living Trust et al. to Breon Pacot and Katherine Falwell, 23 Poinciana Way, Ponte Vedra Beach 32082, Ponte Vedra ID 056813 0060, \$2,500,000.

TPUB Properties LLC to Eypod LLC, 917 1st St. S. #502, Jacksonville 32250; 495 Town Plaza Ave., Ponte Vedra 32081, ID 068050 0240, \$2,285,000.

Donald W. Holmes and Elizabeth J. Holmes to Mark D. Hooks and Melanie W. Hooks, 57 Bent Trl., Ponte Vedra 32081, Twenty Mile At Nocatee Phase 4A ID 068062 0400, \$1,749,000.

140 Belvedere LLC to Shelby Denman and Erica Denman, 140 Belvedere Place, Ponte Vedra Beach 32082, Belvedere Place ID 052542 0090, \$1,500,000.

Kathleen C. Wilson and Kathleen C. Wilson Trust to Paola Garelick, 2921 S. Ponte Vedra Blvd., Ponte Vedra Beach 32082; 2908/2912 Coastal Hwy., St. Augustine 32084, Surfside ID 147270 0040/147270 0001, \$1,425,000.

Big Joe Realty LLC to Patel St. Augustine Rebound LLC, 644 Cesery Blvd. #106, Jacksonville 32211; 105 Southpark Blvd., St. Augustine 32086, The Perppall Grant ID 135120 0020, \$1,400,000.

Kirstin McMullen to SAR 2020 Partners LLC, 3030 Hartley Rd. #300, Jacksonville 32257; 7 Aviles St., St. Augustine 32084, ID 198900 0000, \$1,400,000.

Jeremy K. Rush and Erica N. Rush to Karen Beatrice Salud Ching Tismal and Santiago Tismal Daniel II et al., 222 Old Bluff Dr., Ponte Vedra 32081, Coastal Oaks At Nocatee Phase 2C ID 070291 4000, \$1,280,000.

Dostie Homes LLC to Jacob A. Farquharson and Lori M. Farquharson, 22 Sunshine Bass Ct., Ponte Vedra 32081, Crosswater Village Phase 6B ID 070495 3230, \$1,200,000.

Michelle Marie Seurer and Justin Lee Seurer to Blaine D. Mills and Sherise L. Mills, 905 Sandy Beach Cir., St. Augustine 32080, Anastasia Dunes Unit One ID 172491 0520, \$1,100,000.

Nancy S. Layden to Barton A. Hunter and Lucinda M. Seufert Hunter, 208 Cannon Ct. E., Ponte Vedra Beach 32082, The Plantation At Ponte Vedra Garden Homes Tract C ID 066917 0030, \$1,050,000.

Providence Construction Co. to James Moses and Joanna Moses, 241 Potters Mill Trl., Ponte Vedra 32081, Crosswater Village Phase 6B ID 070495 0190, \$1,025,000.

Dostie Homes LLC to Kevin S. Kerr and Cori L. Kerr, 219 Harpers Mill Dr., Ponte Vedra 32081, Crosswater Village Phase 6B ID 070495 2900, \$997,900.

Joseph L. Boles Jr. and Kathleen A. Sampson Trust et al. to William Engel and Linda Engel et al., 205 Marshside Dr., St. Augustine 32080, Marsh Creek ID 172546 0030, \$975,000.

Toll FL XIII LP to Thomas Caramucci and Tricia D.

Caramucci, 175 Morning Mist Ln., St. Johns 32259, Bartram Ranch Phase 1A And 1B ID 000690 0090, \$974,990.

Beverly Blonder to Richard D. Anderson and Kimberly M. Anderson, 603 Summer Place, Ponte Vedra Beach 32082, Surf Villas Condominium ID 066302 0603, \$950,000.

Earle E. Richardson Jr. and Belinda E. Richardson to Gino Vona and Maria Vona, 1217 Turtle Hill Cir., Ponte Vedra Beach 32082, Turtle Shores West Unit Four ID 142146 2330, \$930,000.

Joseph A. Caccamo and Laurie Caccamo to Alexander Sheyn and Anna Sheyn, 54 Cloisterbank Dr., St. Johns 32259, Durbin Crossing North Phase 2E Unit 1 ID 009624 0020, \$905,000.

John J. Lehner and Suzanne Michelle Lehner to William T. Buckingham and Catherine Buckingham Nichols et al., 12 Sandpiper Cv., Ponte Vedra Beach 32082; 91 San Juan Dr. #E7, Ponte Vedra Beach 32082, The Pointe At Ponte Vedra ID 051038 0507, \$900,000.

Frank A. Charles to Peter B. Cochrane and Alexandra K. Cochrane, 140 Spanish Marsh Dr., St. Augustine 32095, Courtyard Villas At Monterey Phase Two ID 072082 0660, \$900,000.

Carol Parla and Betty A. Conkling to Melissa Schroeder, 58 Carrera St., St. Augustine 32084, Model Land Companys Subdivision ID 204060 0000, \$900,000.

Toll FL XIV LP to Latoya C. Nix and Andre Micheal Nix Pod, 99 Butler Ridge Ct., St. Johns 32259, Bartram Ranch Phase 1A And 1B ID 000690 0550, \$870,519.

Pulte Home Co. LLC to Lawrence James Kenney and Donna Burk Kenney, 391 Sand Harbor Dr., Ponte Vedra 32081, Deep Creek Landing Phase 2 ID 070484 1820, \$858,000.

Lynn Kluger to Carla Mico Calobrisi and Marek Kaszubski, 415 N. Ocean Grande Dr. #301, Ponte Vedra Beach 32082, Ocean Grande At Serenata Beach ID 142229 1031, \$830,000.

Toll FL XIII LP to Ryan Bauman and Jaclyn Bauman, 30 Hickory Ranch Dr., St. Johns 32259, Bartram Ranch Phase 2 ID 000690 0610, \$816,920.

Toll FL XIII LP to Richard Owen Sikes and Elizabeth Gail Sikes, 121 Tradesman Ln., St. Johns 32259, Bartram Ranch Phase 2 ID 000690 1540, \$815,325.

Natasha Gallup and Frederick S. Gallup IV to Timothy C. Todaro and Susan Lancaster Todaro, 3732 Berenstain Dr., St. Augustine 32092, Saint Johns Six Mile Creek North Unit 3 ID 288101 0070, \$799,000.

Toll FL XIII LP to Sean Patrick Mccarty and Candice Albritton Mccarty, 703 Honey Blossom Rd., St. Johns 32259, Julington Lakes Phase 4 Unit 5 ID 009682 2390, \$788,412.

Weekley Homes LLC to Brandon Christopher Yonko, 104 Rainbow Trout Ln., Ponte Vedra 32081, Crosswater Village Phase 6A ID 070495 2330, \$780,800.

Dream Finders Homes LLC to Manuel Rivera and Kathy Kurtzner, 105 Holly Forest Dr., St. Augustine 32092, Holly Forest ID 026552 0970, \$775,971.

Taylor Morrison of Florida Inc. to John Geoffrey Gundlach and Kathryn Rena Gundlach, 494 Marquesa Cir., St. Johns 32259, Twin Creeks North Parcels 10 And 11 Phase 2 ID 023716 0850, \$765,900.

Robert Duane Kent and Lauren A. Kent to Adam Ruffes and Eleanor Ruffes,

15 Marshview Dr., St. Augustine 32080, Marshview Estates ID 174880 0340, \$748,990.

Mattamy Jacksonville LLC to Rebecca Ann Flack and Jeremy Ryan Flack, 292 Terra Oaks Dr., St. Johns 32259, Manor At Rivertown ID 000725 0170, \$748,785.

Toll FL XIII LP to Daniel C. Liff and Laurie Liff, 612 Honey Blossom Rd., St. Johns 32259, Julington Lakes Phase 4 Unit 5 ID 009682 4590, \$747,074.

Weekley Homes LLC to James Celkis and Mariel Celkis, 128 Felasco Way, St. Augustine 32092, Shearwater Phase 2E 3 ID 010016 2890, \$746,900.

Constance Ann Stull to Jeremy Walker Hodges and Samantha Pauline Hodges, 2505 Alicia Acres Ln., St. Augustine 32092, ID 016900 0022, \$745,000.

Weekley Homes LLC to William Wirtz Jr. and Elise Wirtz, 83 Felasco Way, St. Augustine 32092, Shearwater Phase 2E 3 ID 010016 3000, \$740,000.

Luis A. Giro and Jill Giro to Charles E. Williamson and Mary Beth Williamson, 1229 Garrison Dr., St. Augustine 32092, South Hampton Unit Four C ID 009972 5690, \$735,000.

Weekley Homes LLC to Chiraag B. Patel, 93 Felasco Way, St. Augustine 32092, Shearwater Phase 2E 3 ID 010016 3010, \$734,600.

David B. Short and Diane M. Short et al. to Sarah Conklin and Bryan Conklin, 82 Woodsong Ln., St. Augustine 32092, Shearwater Phase 1B East 3 ID 010012 3260, \$730,000.

Lennar Homes LLC to Igor Tis and Raisa A. Tis, 76 Tahiti Cv., St. Johns 32259, Twin Creeks North Parcel 13 Phase 2 ID 023718 0710, \$728,500.

Providence Construction Co. to Harry C. Demiris Jr. and Eileen Eugenia Demiris, 117 Sackville Rd., Garden City, N.Y. 11530; 123 Rainbow Trout Ln., Ponte Vedra 32081, Crosswater Village Phase 6A ID 070495 2130, \$727,873.

Riverside Homes of North Florida Inc. to Sean Michael Ricci and Sydney Ricci, 114 Sawyer Bridge Trl., Ponte Vedra 32081, Crosswater Village Phase 6A ID 070495 1370, \$727,200.

Jewel Homes LLC to Paula R. Reece Pate and Michael E. Burns, 117 Glenneyre Cir., St. Augustine 32092, Shearwater ID 010012 3740, \$725,000.

Janine Rainville and Robert Pollard Parsons III to Andrew Dale Tyler and Madeline Sarah Tyler, 10 Coquina Blvd., St. Augustine 32080, Coquina Gables Estates ID 172302 0000, \$720,000.

Americrest Luxury Homes LLC to Gregory Karp and Claire Karp, 395 Marquesa Cir., St. Johns 32259, Twin Creeks North Parcels 10 And 11 Phase 2 ID 023716 0290, \$716,900.

Riverside Homes of North Florida Inc. to Alysia A. Morris and Sean P. Morris, 347 Silverleaf Village Dr., St. Augustine 32092, Silverleaf Village ID 026572 1170, \$706,100.

Mattamy Jacksonville LLC and Mattamy Rivertown LLC to Mizanul Kabir and Lisa L. Anderson, 381 Silkgrass Place, St. Johns 32259, Arbors At Rivertown Phase Two ID 000717 1770, \$705,757.

Ashley Homes LLC to Walter Poteat and Patricia A. Poteat, 54 Clearview Dr., St. Augustine 32092, Silver Landing ID 027971 4220, \$702,200.

Frederick P. Tomlin and Frederick P. Tomlin Trust to Nicholas Severt and Haley Severt, 113 San Pelayo Ct.,

St. Augustine 32084; 57 Manresa Rd., St. Augustine 32084, Porpoise Point ID 148844 0050, \$700,000.

Timothy Paul Taylor to Oliviu Lazar and Besmira Lazar, 123 Castletbrook Ln., Ponte Vedra 32081, Lakeside At Town Center Phase 3 ID 068055 0730, \$700,000.

Matthew A. Rodriguez and Paula B. Rodriguez to John Rhodes Haverty III and Wendy Haverty, 225 Crescent Key Dr., St. Augustine 32086, Crescent Key Phase One ID 184508 1300, \$700,000.

Joseph Batts and Brittany Batts to Samuel L. Maiorano Jr. and Natalie M. Maiorano, 64 Macgregor Ave., Roslyn Heights, N.Y. 11577; 628 Melrose Abbey Ln., St. Johns 32259, St. Johns Unit Six ID 009681 4540, \$700,000.

Dream Finders Homes LLC to Sikander Ailawadhi and Meghna Ailawadhi, 147 Coastal Grove Ct., Ponte Vedra Beach 32082, Coastal Grove ID 065131 0040, \$700,000.

Martie T. Thomas and James F. Thomas to Scott Lanham and Emily Hartigan, 209 10th St., St. Augustine 32080, Chautauqua Beach Subdivision ID 169560 0100, \$699,000.

Taylor Morrison of Florida Inc. to Timothy Joseph Knight and Shannon Mae Knight, 331 Marquesa Cir., St. Johns 32259, Twin Creeks North Parcels 10 And 11 Phase 2 ID 023716 0360, \$696,600.

Kevin G. Rogers and Rachael A. Rogers to Lisa Annette Roduner, 95 Palomino Way, St. Augustine 32095, Las Calinas Phase 1 ID 071621 0040, \$692,500.

Toll FL XIII LP to Kenneth Lovelady and Hillary Lovelady, 62 Hickory Ranch Dr., St. Johns 32259, Bartram Ranch Phase 2 ID 000690 0630, \$691,690.

Angela J. Williams and Cecil Williams to David Gregory Owen and Jennifer Lynn Owen, 237 Prince Albert Ave., St. Johns 32259, Aberdeen Of St. Johns Unit Five A ID 009681 1570, \$690,000.

Terry L. Prokop to Oksana P. Sova and Chaise Matev, 106 Cantley Way, St. Johns 32259, Durbin Crossing North Phase 2F Unit 1 ID 009622 0110, \$685,000.

Gerald L. Studer Jr. and Carol Kay Studer to Ian F. Dyson and Maureen E. Dyson et al., 213 Pescado Dr., St. Augustine 32095, Madeira At St. Augustine Phase 1B ID 073431 1420, \$685,000.

Toll Southeast LP Co. Inc. to Stephen Worgan and Kelly Worgan, 133 Settlers Landing Dr., Ponte Vedra 32081, Crosswater Village Phase 6A ID 070495 0630, \$678,700.

Harry Rhoades and Bridgid Rhoades to Jessica Moscarillo Watts and Paul Nelson Watts, 3924 E. Glendale Ct., Jacksonville 32259, Julington Creek Plantation Parcel 56 Phase 1 ID 249540 5920, \$675,000.

Michael Strobel and Grace Weis to Jeffrey Szklinski and Kathryn Szklinski, 112 Glenmawr Ct., Ponte Vedra Beach 32082, Summerfield At Ponte Vedra Beach ID 061551 0610, \$670,000.

Ashley Homes LLC to Mark Anthony Deaddio Jr., 45 Thatcham Dr., St. Augustine 32092, Silver Landing ID 027971 7980, \$662,100.

Lisa A. Stivers and Lori Makela O'Loughlin to Axdem R. Akrayi and Shangeen Akrayi, 537 A1A N., Ponte Vedra Beach 32082, St. Johns Seaview Park ID 061160 0170, \$660,000.

Riverside Homes of North Florida Inc. to Veronica K. Andrade, 276 Settlers Landing Dr., Ponte Vedra 32081, Crosswater Village Phase 6A ID 070495 2630, \$658,600.

James Haddix and Cherie Haddix to Duane F. King and Elizabeth King, 287 Holland Dr., St. Augustine 32095, Kensington Unit Two ID 071762 0220, \$650,000.

Brenda L. Lucas and Joel Lucas et al. to Stephens Family Holdings LLC, 707 Standish Dr., St. Augustine 32086; 2950 Kings Rd., St. Augustine 32086, ID 135250 0000, \$650,000.

Glenn A. Fournie and Mercedes I. Eguizabal to Kirk Thomas Kennelly, 58 Miruela Ave., St. Augustine 32080, Davis Shores Ocean View Section ID 215510 0000, \$650,000.

Woodridge Lane Partners LLC to Karin Elizabeth Duncan and Anthony Edward Duncan, 313 Woodridge Ln., St. Augustine 32086, Stonegate ID 137348 2160, \$645,900.

Deborah Smithmeyer Richards and Deborah Smithmeyer Richards Irrevocable Trust et al. to G. Bryan Tolar and Barbara K. Bryan et al., 393 Wild Cypress Cir., Ponte Vedra 32081, Riverwood By Del Webb Phase 3C Unit 2 ID 072249 1150, \$640,000.

Jerry P. Mareth and Lynette Bradley Mareth to Jack R. Punch III, 258 Perdido St., St. Johns 32259, Rivertown Landings ID 000707 1300, \$630,000.

Dream Finders Homes LLC to Matthew T. Conant and Jennifer L. Conant, 236 Starnberg Ct., St. Augustine 32095, Beacon Lake Phase 2C ID 023723 0940, \$627,615.

Providence Construction Co. to Kaylyn Rogers and Roberto Wallace, 33 Rainbow Trout Ln., Ponte Vedra 32081, Crosswater Village Phase 6A ID 070495 2010, \$623,500.

Max Smith and Maria Coukoulis to Michael Knox, 116 Dolphin Blvd. E., Ponte Vedra Beach 32082, De Leon Shores Unit Six ID 054830 1080, \$620,000.

MC Vilano LLC to Publix Super Markets Inc., P.O. Box 407, Lakeland 33802; Vivian Browning Ave., St. Augustine 32084, Surfside ID 148270 0000, \$615,000.

Toll Southeast LP Co. Inc. to Kartikeyan Ramu and Sridevi Muthukumarasamy, 68 Natureland Cir., St. Augustine 32092, Grand Oaks Phase 1C Unit 1 ID 027452 0710, \$610,563.

Riverside Homes of North Florida Inc. to Jeffrey Trimble and Mercedes Trimble, 181 Settlers Landing Dr., Ponte Vedra 32081, Crosswater Village Phase 6A ID 070495 0680, \$609,000.

Riverside Homes of North Florida Inc. to Benjamin Marchio and Danielle Marchio, 69 Tarbert Ln., St. Augustine 32092, Silverleaf Village ID 026572 2500, \$607,100.

Scott Kassel and Mary M. Kassel et al. to Ronald Alexander Mardenly and Monique M. Berces Mardenly, 346 Glorieta Dr., St. Augustine 32095; 850 A1A Beach Blvd. #27, St. Augustine 32080, Ocean Villas ID 172501 0027, \$604,000.

Toll Southeast LP Co. Inc. to Parthiban Sundaram and Ramya Kannappan, 456 Loosestrife Way, St. Augustine 32095, Beacon Lake Phase 3A ID 023724 0270, \$596,532.

Michael Poremba and Lisa Poremba to Courtney A. Patrick and Scott Patrick, 296 Ivy Lakes Dr., St. Johns 32259, Ivy Lakes At Cunningham Creek Plantation Unit Three ID 009773 1220, \$595,000.

Providence Construction Co. to Dennis Michael Doyle and Karen Hammond Doyle, 306 Settlers Landing Dr., Ponte Vedra 32081, Crosswater Village Phase 6A ID 070495 2600, \$592,503.

Betina Ann Maihotra to Karen Omahen and Kenneth Omahen, P.O. Box 1371, New London, N.H. 03257; 2814 Las Calinas Blvd., St. Augustine 32095, Palencia North Phase III A I ID 072153 3650, \$590,000.

Lennar Homes LLC to Mary Jennifer Camille Spicola and Alex Dominic Spicola, 618 St. Kitts Loop, St. Augustine 32092; 64 Tahiti Cv., St. Johns 32259, Twin Creeks North Parcel 13 Phase 2 ID 023718 0730, \$588,000.

Sebastian M. Nowak and Jessica S. Leftwich Nowak to Timothy John Quinn and Eileen Maura Quinn, 245 Oakhurst Leaf Dr., Milton, Ga. 30004; 1021 Buckbean Branch Ln. W., St. Johns 32259, Julington Creek Plantation Parcel 15 ID 249150 0080, \$587,000.

Richard Allan Jeffers and Tracy Jeffers to Charles R. Hudson III and Joelle Hudson, 413 Cancun Ct., St. Johns 32259, Village Green At Cunningham Creek Plantation ID 009771 0400, \$585,500.

Richmond American Homes of Florida to Amanda Renee Sunitah King, 30 Napo Way, St. Johns 32259, Grand Creek South ID 010081 2830, \$583,200.

Mattamy Jacksonville LLC to Lohith Ramanna and Fnu Bhavana Chamadihalli Kengegowda, 61 Silkgrass Place, St. Johns 32259, Arbors At Rivertown Phase Two ID 000717 1320, \$581,531.

Joshua Adam David Tampa and Jessica Ulrich Roszko to Michelle Jamie Thrower and Cory Neal Thrower, 727 Windermere Way, St. Augustine 32095, Beacon Lake Phase 2C ID 023723 1570, \$580,000.

Iryna Conway to Bernadette C. Bunch, 138 Ocean Hollow Ln., St. Augustine 32084, Villages Of Vilano ID 142372 0880, \$578,000.

Sukhraj Singh and Puneet Multani to Patricia O'Neil and Patrick O'Neil, 187 Beale Ave., St. Augustine 32092, Shearwater Phase 2A 4 ID 010013 1290, \$575,000.

Lennar Homes LLC to Sakthivel Kannan and Bhavani Duraiswamy, 133 Lily Landing Dr., St. Augustine 32092, Silver Landing ID 027971 5970, \$575,000.

Riverside Homes of North Florida Inc. to Daniel Christopher O'Keefe and Lee Okeefe McKenzie, 223 Tanner Trl., St. Augustine 32092, Silverleaf Village ID 026572 4060, \$570,500.

James R. Rosa and Barbara E. Rosa to Michael D. Carloni and Cindy R. Carloni, 104 Lantern Oak Ln., Ponte Vedra 32081, Riverwood By Del Webb Phase 3C Unit 2 ID 072254 1100, \$570,000.

Dan R. Smith and Judy A. Smith to Margaret Burbank and Kevin Burbank, 53 Rittburn Ln., St. Johns 32259, Lakes At Mill Creek Plantation ID 001362 0020, \$569,000.

Toll FL XIII LP to Nilson Gomez and Yuneidys Torres, 448 Pine Haven Dr., St. Johns 32259, Julington Lakes Phase 4 Unit 4 ID 009682 3620, \$564,962.

Jimmy B. Hobbs and Jewelene Hobbs to Subodh Shakya and Vasudha Shakya, 1545 Greenridge Cir. W., St. Johns 32259, Greenridge Unit One ID 010544 0770, \$560,000.

Martine Germaine Allan to Mark A. Stroike and Constance C. Stroike, 861 Iron Corner Ct., Odenton, Md. 21113; 94 Bent Lake Ct., St. Augustine 32092, Bannan Lakes Phase 1B 1A ID 027015 0860, \$560,000.

Marc R. Broad and Janet Broad to Thomas E. O'Connor and Emily C. O'Connor, 168 Ivy Lakes Dr., St. Johns 32259, Ivy Lakes At Cunningham Creek Plantation

ID 009773 0750, \$555,000.

Maronda Homes LLC to Clair Merrill and Eloisa Clair, 342 Ocean Jasper Dr., St. Augustine 32086, Rock Springs Farms ID 185921 0250, \$554,900.

Jose Rolando Rentas Sanchez and Gladys M. Rentas to Thomas Scott Jenkins and Jeny Evelyn Jenkins, 180 Mahogany Bay Dr., St. Johns 32259, Aberdeen DR Horton Phase I ID 009762 1300, \$550,000.

Abeed Mohmad Vanjaria to Donna M. Turner, 1532 Legacy Dr. #3, Dekalb, Ill. 60115; 5454 5th St., St. Augustine 32080, Micklers Subdivision ID 178930 0230, \$550,000.

Lennar Homes LLC to Edison Mora and Jessica Nicole Mora, 168 Lily Landing Dr., St. Augustine 32092, Silver Landing ID 027971 5900, \$541,600.

Jose Ardila and Catalina Bejarano to Alison Kostelich, 5360 5th St., St. Augustine 32080, Wind Swept Acres Unit #2 ID 182735 0260, \$540,000.

Toll Southeast LP Co. Inc. to Rita Chiu, 160 Sagebrush Trl., Ponte Vedra 32081; 285 Cool Springs Ave., Ponte Vedra 32081, Town Center West End Phase 2 ID 068048 0300, \$539,990.

VIEWPOINT

The Business Journal welcomes letters to the editor

Send letters to the Jacksonville Business Journal
112 W. Adams St., Floor 2, Jacksonville, FL 32202
jacksonville@bizjournals.com

OUTSIDE VOICES

Manufacturers must do more to make careers in field attractive



Tim Knavish

“We are hiring.” How many times have you seen that this week? Or even just today? It seems no industry is immune from the labor shortage crisis. According to the U.S. Department of Labor, the number of people working in the U.S. has finally returned to February 2020 levels – the last month before the Covid-19 pandemic.

For manufacturing, the labor shortage pre-dates the pandemic by a decade, with baby boomers driving a mass exodus of skilled, experienced talent from the industry since the 2010s.

According to the U.S. Census Bureau, nearly 25% of the manufacturing workforce is age 55 or older. Couple this with the fact that typical “baby boomer” retirements have more than doubled during the pandemic, with 1.5 million being early retirements, and it is easy to see (and feel) we are at a tipping point.

A study by Deloitte and The Manufacturing Institute found manufacturers will need to hire 4.6 million workers by 2028, yet nearly half of those jobs could go unfilled. Why? Fewer than 50% of the upcoming workforce sees manufacturing as a viable career. In fact, manufacturing is dead last among career choices for Americans aged 18–24. And worse, only three in 10 parents would suggest a manufacturing career to their children, despite recognizing its importance to the national economy and defense.

The National Association of Manufacturers says more than 70% of manufacturers cite the inability to attract skilled workers as their top challenge. Given the grim statistics, what are managers with open jobs to do? Here’s some suggestions.

Keep dispelling the myths. Manufacturing jobs are aplenty and a viable career choice; the work is innovative, clean, and safe; and positions pay well. According to the Society of Manufacturing Engineers, the average U.S. manufacturing worker makes \$77,506. And automated processes and robotics used on plant floors are actually creating more jobs.

Do whatever it takes to retain the workers you have. Burnout and feeling expendable are driving forces

for employee resignation. Celebrate manufacturing as a great place to work and acknowledge the role that each individual plays in the organization’s overall success.

Upskill your existing workforce: Training, retraining and upskilling from within keeps employees engaged and allows companies to creatively address staffing shortages by reallocating workers to areas of need. Promote a culture of professional growth and agility.

Source from the full talent pool. We know women and people of color remain an untapped talent pool for the manufacturing industry. There’s also a contingent of workers who often are filtered out by hiring software. More than 70 million American workers don’t have a college degree but are known as STARS – Skilled Through Alternative Routes. Proactively seek out this talent.

Create high school-to-career pathways. Establish partnerships with high schools and trade and technical schools to provide immersive learning experiences. These students, as well as the adults in their lives, likely have no idea that many entry-level, well-paying manufacturing jobs go unfilled.

Speak directly with parents. Find every opportunity to talk with parents. If they continue to perceive manufacturing as a large, dark and dirty shop floor with workers standing in an assembly line, they will continue to dissuade their children from pursuing a manufacturing career.

Invest in local communities. PPG is inspiring the next generation of STEM professionals when its employees volunteer at local schools to provide hands-on, science learning experiments with students, and through its Colorful Communities program.

We know that manufacturing is the backbone of economic recovery, and the next decade will be an exciting and critical time for workers in the field. Despite pandemic business disruptions, most manufacturing companies predict growth in sales, employment, production and wages in the next year alone. This is the story that needs to be heralded if we have any chance of tackling the manufacturing workforce shortage.

Tim Knavish is chief operating officer of PPG Industries Inc.

JACKSONVILLE
BUSINESS JOURNAL

112 W. ADAMS ST., FLOOR 2, JACKSONVILLE, FL 32202

PUBLISHER

Sara Leutzinger Pomposo, 904-265-2203, sleutzinger@bizjournals.com

EDITORIAL

Timothy Gibbons
Editor-in-Chief
904-265-2228
tgibbons@bizjournals.com

James Cannon
Managing Editor
904-265-2220
jcannon@bizjournals.com

Stuart Korfhage
Digital Editor
904-265-2218
skorfhage@bizjournals.com

Julian Hast
Innovation & Entrepreneurship Reporter
904-265-2230
jhast@bizjournals.com

Kaitlyn McCue
Transportation & Travel Reporter
904-265-2201
kmccue@bizjournals.com

Catie Peterson
Senior Designer
cpeterson@bizjournals.com

David Dembowski
Designer
ddembowski@bizjournals.com

EVENTS

Liz Grebe
Events Director
904-265-2227
lgrebe@bizjournals.com

ADVERTISING

Scott Warofka
Sales Manager
904-265-2213
swarofka@bizjournals.com

Terri Gelal
Account Executive
904-265-2209
tgelal@bizjournals.com

Kristen Knudsen
Account Executive
904-265-2207
kknudsen@bizjournals.com

Andy Scott
Account Executive
904-309-1789
ascott@bizjournals.com

Martha Niehaus
Business Designer
mmniehaus@bizjournals.com

OFFICE ADMINISTRATION

Deborah Green
Market Operations Specialist
904-265-2202
dgreen@bizjournals.com

DIGITAL AND SOCIAL MEDIA

► **Social Media:** Follow us on LinkedIn as well as on Twitter (@JaxBizJournal), Facebook (@JBJNews) and Instagram (@JaxBizJournal)

► **Morning Edition:** An email digest of top stories from local, regional and national sources.

► **Afternoon Edition:** Afternoon roundup of the day’s stories.

► **Digital Edition:** Print subscribers can access a digital replica of the weekly print edition.

T H E L I S T

► **Sept. 23:** Largest Companies

► **Sept. 30:** Meeting Facilities and Caterers

► **Oct. 7:** Banks & Credit Unions

Want to be on The List? Email James Cannon at jcannon@bizjournals.com to request a survey.

LIST SURVEY

The Jacksonville Business Journal is now accepting submissions for Business Networking & Small Business Development Organizations, General Contractors; Property Management Firms; and Independent Insurance Agencies.

CORRECTIONS

Fair and accurate coverage is at the heart of our mission. We will promptly print corrections of substantive errors. If you believe incorrect or unfair information has appeared in the Jacksonville Business Journal, please contact Editor-in-Chief Timothy Gibbons.

ACBJ

Alliance for Audited Media

Jacksonville Business Journal is a publication of: American City Business Journals, 120 W. Morehead St., Charlotte, N.C. 28202
Whitney Shaw, CEO; Ray Shaw, Chairman (1989-2009)

THE BUSINESS JOURNAL

(ISSN 1527-8611) is published weekly for \$160 a year by The Business Journal, 112 W. Adams St., Floor 2, Jacksonville, FL 32202 (904) 396-3502 | FAX (904) 396-5706. Copyright © 2022, Jacksonville Business Journal. All rights reserved. Registered in U.S. Patent and Trademark Office. Periodicals postage paid at Jacksonville, Fla.

POSTMASTER:

Please send address changes to The Business Journal, 112 W. Adams St., Floor 2, Jacksonville, FL 32202

SUBSCRIPTIONS:

Subscribe, make changes to your subscription or get help accessing the digital edition by calling 1-866-853-3661. You can also subscribe at JacksonvilleBusinessJournal.com/subscribe.

REPRINTS:

Get the word out with reprints, e-prints and commemorative plaques. Call 904-265-2207

NEWS TIPS:

Contact reporters directly, or send news tips to Editor-in-Chief Timothy Gibbons at tgibbons@bizjournals.com.



Believing is the first step

We're empowering entrepreneurs
to take the next one

In the last decade, more than 50% of all new businesses created were diverse-owned.* It's why Bank of America has taken an innovative, industry-leading approach to help fuel growth by supporting mission-focused equity funds, Community Development Financial Institutions and Minority Depository Institutions, including Accion Opportunity Fund, Black Business Investment Fund, Inc. (BBIF) and Reign Ventures.

These partners help women entrepreneurs and entrepreneurs of color establish and grow their businesses, create jobs and improve financial stability in local communities across the country.



We know that it takes more than a great idea to start and keep a business running. My teammates and I in Jacksonville want to make sure every big believer has the opportunity to achieve and reach their goals.

A handwritten signature in black ink that reads "Mark".

Mark Bennett
President, Bank of America Jacksonville

What would you like the power to do?[®]

Learn more at bankofamerica.com/jacksonville