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 Capt. Steven Nakagawa (R), Naval Air Warfare Center Training Systems Division

READY, SET, COMPETE | 31
 Social Madness officially kicks off June 1



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Business warriors

Military veterans create thousands of local jobs, huge economic impact

BY ABRAHAM ABORAYA

The heart of business in Central Florida has a color — purple.

Nationally, in 2007, the most recent data available, military veterans owned 494,349 companies with paid employees. Those companies had sales above \$1.1 trillion and payrolls of more than \$210 billion, according to the U.S. Census Bureau.

In Florida during the same time, 35,555 military veteran-owned companies with paid employees had revenue of \$54.7 billion. Those companies employed 310,154 people with annual payrolls of \$10.6 billion.

In Central Florida alone, there currently are at least 111 businesses owned by veterans who were disabled in combat, according to *Orlando Business Journal* research.

On May 28, Central Florida celebrated Memorial Day, a holiday where veterans who have died are honored and remembered. We decided to take this Memorial Day week to introduce you to some local business leaders who are military veterans leaving their mark on Central Florida.

Turn to Pages 4 and 5 to read profiles of business owners in Central Florida who cut their teeth on military steel. See Page 7 to read about employment issues for veterans in Central Florida, and Page 10 for a list of the largest veteran-owned business in Central Florida. Also, see Page 6 for some military veteran statistics and Page 31 for how the law about military employees may affect your company.

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Local hospital profits up 85% in 1Q

BY ABRAHAM ABORAYA

Central Florida hospitals and their parent corporations earned a combined \$678.5 million profit in first-quarter 2012, up 85.5 percent from \$365.7 million in the year-ago period.

That's not to say that results didn't vary widely. Health Central, for example, lost \$1 million in the first quarter, while HCA Holdings Inc., the parent of Osceola Regional Medical Center and Central Florida Regional Hospital, grew profits 125 percent, from \$240 million in first-quarter 2011 to \$540 million in first-quarter 2012.

Michael Carroll, an analyst with Tampa-based Tribbrook Healthcare Consultants Inc., said the trend for most U.S. hospitals right now is a shift toward more outpatient procedures.

"Strong hospitals with strong balance sheets will continue to do well and achieve market share growth, but it's becoming a volume game," said Carroll.

See Page 28 for the local breakdown.



Carroll

Kissimmee developer plans \$76.6M senior housing complex

Project would add more than 100 jobs

BY ABRAHAM ABORAYA

A Kissimmee land owner is laying the groundwork for a 22-acre senior housing complex that could cost up to \$76.6 million and create more than 100 jobs.

Rajia Ackley, CEO of Coldwell Banker Ackley Realty, is the owner and applicant on the project through Project Holding 1 LLC.

The plan is to build up to a five-story, 655,580-square-foot



senior housing project dubbed Shingle Creek Adult Congregate Living Facility.

It would feature up to 310 independent living units and 140 assisted living facility beds.

COMPLEX | 29

the List

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the alternative LIST

Current U.S. veteran population, ranked by conflict

1

Vietnam era
 7.4 million

2

Gulf War
 5.9 million

3

Peacetime only
 5.7 million

4

Korean Conflict
 2.3 million

5

World War II
 1.7 million

Categories are not mutually exclusive. Veterans may serve in multiple periods. Department of Veterans Affairs Statistics at a Glance (updated 11/9/11)

Largest veteran-owned businesses based in C. Fla.*

Ranked by 2011 C. Fla.* revenue for service-disabled veteran-owned small businesses

Rank 2012	Company Address General email	Owner Telephone Email Website	Total 2011 revenue: C. Fla.* Year est.	Employees Companywide C. Fla.*	Type of business or services	Military branch Year discharged
1	JHT Inc. 2710 Discovery Drive, Suite 100, Orlando 32826 Link on website	James E. Jardon II (407) 381-7797 jjardon@jht.com www.jht.com	\$36 million 1990	162 346	Interactive courseware solutions, technical manuals, environmental and marine science services, professional support solutions; Confidential	U.S. Army 1985
2	Optimal Technologies International LLC 3361 Rouse Road, Suite 125, Orlando 32817 sales@oti-c4s.com	Charles Daniels (407) 982-7660 sales@oti-c4s.com www.oti-c4s.com	\$6.7 million 2002	14 30	Information technology engineering services, training systems, program management, administrative/logistics; Federal government-DoD and civilian agencies, commercial businesses	U.S. Air Force 1969
3	Blue Cord Design & Construction LLC 1837 Edgewater Drive, Orlando 32804 info@blue-cord.com	Michael T. Waldrop (407) 425-1390 Confidential www.blue-cord.com	\$6.2 million 2010	10 10	Commercial construction and design/build services; Private commercial, governmental, higher education and industrial	U.S. Army 2007
4	Enthalpy Engineering Corp. 5011 Batten Place, Orlando 32809 Not applicable	Daniel J. Evans (407) 857-7016 enthalpy@bellsouth.net Not applicable	\$5 million 1987	25 25	Mechanical contractor; Confidential	U.S. Army 1969
tie	K&K Electric Inc. 2517 Country Club Road, Sanford 32771 service@kkelectric.com	Thomas L. Dellatorre (407) 323-6300 tomd@kkelectric.com www.kkelectric.com	\$5 million 1998	49 65	Electrical contractor; 7-Eleven, Pilot Travel Centers, ExxonMobil, Bovis Lend Lease	U.S. Army 1969
6	Greenway Electrical Services LLC 6110 A Edgewater Drive, Orlando 32810 Link on website	G. Curtis Duffield (407) 532-2778 cduffield@greenwayelecscv.com greenwayelecscv.com	\$3.8 million 2005	20 45	Electrical, communications construction and service for telecommunications providers, defense, manufacturing, medical clients; AT&T, Veterans Administration and Lockheed Martin	U.S. Marine Corps 1974
7	SPS Industrial Inc. 2699 Lee Road, Suite 350, Winter Park 32789 support@spsindustrial.com	Steven P. Sarno (321) 251-8156 steve@spsindustrial.com www.spsindustrial.com	\$3.1 million 2004	6 10	Industrial supplies and equipment for DoD, federal contractors and agencies, beverage and hospitality industries	U.S. Navy 2005
8	Gator Engineering & Aquifer Restoration Inc. 1173 S. Spring Centre Blvd., Suite C, Altamonte Springs 32714 neeld@gateengineer.com	Nelson N. Wilson (407) 682-2009 neeld@gateengineer.com www.gateengineer.com	\$2.1 million 2007	10 10	Engineering/geological including water distribution systems, environmental assessment/restoration, MEP, Department of Veterans Affairs, U.S. Navy, Coast Guard, Army Corps of Engineers	U.S. Navy 1986
9	Advanced IT Concepts 1073 Willa Springs Drive, Suite 2045, Casselberry 32708 Link on website	Gabriel Ruiz (407) 914-2484 gabriel.ruiz@aitcinc.com www.aitcinc.com	\$2 million 2006	5 11	Provides information technology systems, engineering, consulting, value-add-reseller and support services; Federal/state government, education and medical institutions as well as other industry partners	U.S. Army 2006
10	Amtis 12124 High Tech Ave., Suite 150, Orlando 32817 Link on website	Barbara J. Stankowski (407) 513-9490 bstankowski@amtisinc.com www.amtisinc.com	\$1.7 million 2007	15 23	Provides integrated technology-based solutions; DoD, federal and state agencies	U.S. Navy 1998
11	Loyal Source Government Services 13001 Founders Square Drive, Suite 200, Orlando 32828 info@loyalsource.com	Seth Eubank (407) 306-8441 seubank@loyalsource.com www.loyalsource.com	\$1.3 million 2009	50 220	Staffing; U.S. Air Force, Department of Veteran Affairs, United States Army	U.S. Army 2008
tie	The Adjutant Group LLC 1178 Cypress Loft Place, Lake Mary 32746 Link on website	Ephraim E. Grubbs III (321) 558-9018 Confidential www.theadjutantgroup.com	\$1.3 million 2010	3 3	Full-service construction, construction management, general contracting, consulting, training and specialty services; Commercial developers, general contractors, assisted living facility maintenance	U.S. Army 2018
13	Powerhouse Two Inc. 120 N.W. Crown Point Road, Suite 112, Winter Garden 34787 tom.wirbel@powerhb.com	Tom Wirbel (407) 654-5451 tom.wirbel@powerhb.com www.powerhb.com	\$600,000 2002	3 3	Distributes small batteries, custom battery packs, television remotes, chargers for original equipment markets and hospitality industry; Confidential	U.S. Air Force 1969
14	1 Able Realty LLC 320 S. Bumby Ave., Suite 11, Orlando 32803 Link on website	Jarrett N. West (407) 227-4800 jarrett@1ablerealty.com www.1ablerealty.com	\$597,528 2009	4 4	Real estate brokerage, buying and selling real estate; Ofori & Associates, HUD asset manager, individual homeowners	U.S. Navy 2001
15	Hatalom Systems LLC 1858 N. Alafaya Trail, Suite 201, Orlando 32826 info@hatalom.com	John Hinnant (407) 463-6684 jhinnant@hatalom.com www.hatalom.com	\$500,000 2008	5 10	Simulation/training, software development, engineering services; Research Triangle simulation and training customers including the Army, Air Force, Marine Corps, Navy	U.S. Army 2002
tie	IM Environmental Compliance Inc. 3362 Cat Brier Trail, Harmony 34773 imenvcom@earthlink.net	Michelle Chambers-Jusino (407) 446-7869; Confidential imenvironmental.com	\$500,000 2011	1 2	Environmental consulting; Confidential	U.S. Army 1992
17	HMB Enterprises LLC 5401 S. Kirkman Road, Suite 310, Orlando 32819 info@hmbenterprises.net	Harry Bailey (407) 363-5757 info@hmbenterprises.net www.hmbenterprises.net	\$475,000 2006	4 6	Structured, low voltage and fiber-optic wiring, radio frequency identification tracking systems for health care, closed-circuit television, Veteran Administration in Orlando, Miami and Atlanta	U.S. Army 1991
18	Vanguard Solutions Inc. 3361 Rouse Road, Suite 205, Orlando 32817 info@vanguardsolutionsinc.com	David A. Vindich (407) 674-7837 dvindich@vanguardsolutionsinc.com www.vanguardsolutionsinc.com	\$300,000 2008	4 4	Programmatic, engineering, logistics and services; DoD, federal and state government	U.S. Marine Corps 2002
19	Sunfire Management LLC 5708 Aloma Woods Blvd., Oviedo 32765 Link on website	Robert Keller (407) 416-7168 robert.keller@sunfiremanagement.com sunfiremanagement.com	\$200,000 2006	2 2	Corporate growth services including proposal managing/writing, business development, strategic planning; DoD contract companies, Veterans Administration, academic private firms	U.S. Army 1988
20	Leading Solutions LLC P.O. Box 583970, Kissimmee 34758 WLL@LeadingSolutions-LLC.com	Wendy Lichtenstein (407) 201-5727 Confidential www.leading-solutions-llc.com	\$190,000 2007	2 2	Consulting services primarily for defense contractors providing capture, solution development and proposal services; Confidential	U.S. Army 2007
21	Crossworks Technologies Inc. 711 W. Amelia St., Suite 1A, Orlando 32805 info@cwtekinc.com	Wayne Cross 866-248-0317 wcross@cwtekinc.com www.cwtekinc.com	\$134,000 2009	1 4	Training, IT, requirements development, consulting, security system installation, medical supply, marine repair, professional staffing; DoD, state of Florida, Veterans Administration	U.S. Navy 2009
22	Global Lawn & Landscaping 2025 Terhune Ave., Orlando 32818 CWhite5095@gmail.com	Charles J. White (407) 617-4215 cwhite5095@gmail.com www.globalawnandlandscapingcorp.com	\$120,000 2011	4 4	Lawn and landscaping maintenance; California Financial	U.S. Navy 1985
23	I.T. Consortium 2942 Rivers End Road, Orlando 32817 jstrobach@itconsortium.net	Perry R. Dunn (407) 992-6605 pdunn@itconsortium.net www.itconsortium.net	\$100,000 2000	10 10	Government contractor, human capital and managed IT services; Confidential	U.S. Marine Corps 1999
tie	Maturin Strategies Inc. 902 Arabian Ave., Winter Springs 32708 info@maturinstrategies.com	Allan J. Jones (407) 923-8474 AJones@maturinstrategies.com www.maturinstrategies.com	\$100,000 2000	1 1	Corporate and private investigative services, due diligence, asset verification and background investigation, surveillance, firearms instruction; Confidential	U.S. Army 1978
tie	My Solar, Wind & Lighting Inc. 5263 Cane Island Loop, Suite 102, Kissimmee 34746 info@mysolargenerator.com	Alberto O'Neill (561) 705-4809 info@mysolargenerator.com www.mysolargenerator.com	\$100,000 2009	2 2	Designs, develops and manufactures portable off-grid/generators solar and wind electric systems, plus LED lighting; U.S. military, disaster relief agencies, Atmospheric Water Solutions Inc.	U.S. Navy 1998

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NOTES

*Denotes Lake, Orange, Osceola and Seminole counties only. In order to participate in this list, a company has to be at least 51% veteran-owned, be headquartered in Central Florida and cannot be a subsidiary of any other company. Companies participating in this list are service-disabled veteran-owned small businesses. Not all veteran-owned businesses responded to this survey. When third-party verification is not available, *Orlando Business Journal* relies on the authenticity of the information submitted.