

ONE ON ONE ...

# TIM PHILLIPS: President, P&S Paving

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**DAYTONA BEACH** — P&S Paving, a Daytona Beach-based grading and paving contractor, is riding the wave of economic recovery.

It has been involved in some of the area's biggest and most notable public and private construction projects, including the Tanger Outlets mall currently going up on the east side of Interstate 95 in Daytona Beach as well as the One Daytona mixed-use complex being built across the street from Daytona International Speedway.

P&S Paving in the past year has expanded its workforce by 50 employees and built a state-of-the-art asphalt plant for itself.

Last month, it began construction on a new company headquarters building that's more than three times the size of its present headquarters, which was built in 1994.

P&S Paving is a good example of a local

company benefiting from the economic recovery and new commercial projects seemingly going up everywhere in east Volusia County.

Brothers Tim and Todd Phillips founded P&S Paving in 1993 with just themselves and a truck.

Today, the company has about 250 employees, the biggest it's ever been. It has 25 dump trucks and five transport trailers that move equipment around Central Florida through the night. It is on pace to generate \$100 million in revenue his calendar year, a company record.

Tim Phillips, company president, recently joined the CEO Business Alliance, a group of area business leaders seeking to grow the local economy by helping to recruit new companies to the area and assisting in business retention efforts.

Phillips recently spoke with The Business Report.

**Why did you join the CEO Business Alliance?**

We were both born



Tim Phillips, president of P&S Paving, shows off a Florida Department of Transportation award for quality work in completing an \$18.5 million contract to erect a pedestrian bridge and add sidewalks, railings and landscaping along West International Speedway Boulevard in Daytona Beach in front of Daytona International Speedway. NEWS-JOURNAL/DAVID TUCKER

and raised here. We take pride in that. We realize how fortunate we are to have had the opportunity to grow up here and be able to come home and start a successful business, make a living, and now have our kids along. That's rare. We're blessed. Volusia County is a great place to have a company and a family. We don't have

the traffic like the other cities, Jacksonville and Orlando.

**Why did you brothers start P&S Paving in 1993?**

The short version? At the time I was a lender with SunBank (now SunTrust) and Todd was a project manager with the old Martin Paving, which was bought out by Ranger Construction. A year or two before that,

## One on one

**NAME:** Tim Phillips

**AGE:** 50

**OCCUPATION:** President, P&S Paving, Daytona Beach

**PRIOR JOB:** Lender, SunBank

**EDUCATION:** University of Central Florida, bachelor of business administration, finance focus

**FAMILY:** Wife, Lisa; daughter, Chandler Phillips Hodge; sons, Colton and Skyler

**HOBBIES:** Fishing, hunting, shooting, golf and boating

we asked ourselves if we would like to do that on our own. We had about \$5,000 between us when we started. We were just crazy or naive enough to make a go of it. A lot of those Martin employees are with us and have been for many years.

**How directly tied is your company to the local economy?**

We are victims of the local economy, whether it goes up or down. We have to give thanks to

the local and state politicians who are funding all of these road projects that are keeping us busy. They see the need for improving the infrastructure. Without them, we would not be doing all these road projects, hiring all these people and buying new equipment. We feed a lot of mouths.

**What public road projects are you involved with?**

We are doing all the horizontal work on I-95 from Daytona Beach to New Smyrna Beach. That's all the dirt work, grading, milling, base and resurfacing. The general contractor is doing the vertical and bridge work. We're also a dirt and asphalt supplier for the I-4 project in Volusia County. We did the U.S. 92 project in front of the Speedway that included sidewalks, railings, landscaping and paving. We also do the Volusia County road repaving contract and also for the cities of Daytona Beach, DeLand and Edgewater. We're also

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doing the repaving of State Road 19 in Putnam County.

**What private projects is P&S Paving doing?**

We did the site work for the Daytona Rising project at the Speedway, everything outside the Speedway along ISB. We also are doing the site work, base, paving and utility work at Tanger Outlets mall and One Daytona. We did the site work for the new Bethune-Cookman University dorms on ISB (International Speedway Boulevard) and the work for the new Wal-Mart (Neighborhood Market) in Port Orange.

**What's your market area?**

We can go about 80 miles from our plant here. That includes Melbourne, Jacksonville and past Orlando. We are limited to a four- or five-hour drive before the asphalt cools.

**When did you decide to invest \$7 million in a new asphalt plant?**

When we got the contract for the I-95 project. We had a plant built in 1994-95 when we were just coming out of another recession then too. We started planning the new plant in 2013 and finished last year in April. We can produce 400 tons of asphalt an hour. That's 20 dump trucks. That's a lot of asphalt. We have four silos that can hold 300 tons each for five

days covered and sealed. So, if it's raining, we have a supply.

**Is all the work you are getting the reason you started building a new headquarters?**

The economy is doing well and we have completely outgrown the old 6,000-square-foot facility built in 1994. We've been using temporary offices, I don't like calling them trailers. We got to the point we needed to add more staff, more project managers, more superintendents and we didn't have a place to seat them. That made our decision to go ahead. Rest assured the new 20,000-square-foot building has plenty of extra space for us to grow.

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seeing things go vertical. I also like the relationship side with our customers and the families. It's pretty gratifying.

**What attracted you to join ICI Homes in Daytona Beach?**

The main things that attracted me to ICI Homes was their land position here and the quality of the people in terms of the values the company holds in entre-

**What is ICI Homes' local land position?**

All homebuilders struggle with competition sometimes for land. Mori Hosseini (ICI's founder), his presence in this market, being an Embry-Riddle (Aeronautical University) graduate, he has built connections that helped with our land position here, which is pretty attractive. We have a lot of projects where we are expanding and some new ones coming on line. We don't have a problem with land here where we are more challenged in

started on the north phase of 71 lots and construction of a model will start in mid-October. The south side will have 41 lots, but we don't know when we might start that.

In Woodhaven along the Williamson Boulevard extension being built in Port Orange, we are entitled for 1,338 (homes). Phase I is 271 lots and we'll see that beginning in the second quarter of 2017.

In Plantation Bay, roads in Westlake 6 are being paved. There will be 73 lots. The seventh phase will come on in mid-2017.