

Real Estate: Commercial

Shaw Mechanical Services creates new divisions

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After seven years of growth in commercial real estate, Orlando-based **Shaw Mechanical Services LLC** is preparing for the future by creating two new divisions, including a residential one, as part of a diversification strategy.

David L. Shaw, president of Shaw Mechanical, said the two new operating units are already generating decent revenue; based on early projections, the residential unit alone will add nearly \$1 million to the company's gross the first year.

That would be a sizable boost for the privately held company, which has 70 employees and annual revenue of \$11 million. Shaw snagged a half-dozen residential contracts in the first few days after the division's launch. But the second division, for special projects, could



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take in even more than the residential unit based on early indications.

Shaw said the special-projects division is set up for owners of existing commercial buildings in need of renovations. The division, which will tap the growing market for remodeling and retrofits, recently was awarded a design/build contract with general contractor **Wharton-Smith** for the \$300,000 mechanical renovation of three dormitories at Rollins College in Winter Park.

The division also secured a continuing-services contract with Lake County Schools for replacements, additions and renovations countywide. Until the renovation division was created, the company had focused on new commercial construction and service work for existing facilities.

Founded in 2001, Shaw Mechanical specializes in heating, ventilating and air-conditioning systems, process piping, automatic temperature controls, and custom climate applications. Clients include building owners, property man-