



TOM LAUDANI, CO-OWNER OF SEASIDE BUILDERS

# Building Dreams THE SEASIDE BUILDERS TEAM

BY DIANE FEEN

Florida has always been on Tom Laudani's radar screen. When he was a builder in New England he remembers leaving Florida after family vacations wistfully.

"For 18 years I built homes in New England, but I had property in Captiva Island, Florida. Every time my children and I would leave Florida I was disappointed. I finally realized I loved Florida and wanted to stay. I would rather live here in a tent than in a mansion in the Northeast," said Laudani, co-

owner of Seaside Builders in Delray Beach. It's been 16 years since Laudani first landed in Delray Beach. And a lot has happened since then. He teamed up with partner Patrick Whyte and has been the creator of dreams for those who love Delray Beach and the surrounding area. "We have 40 proj-

ects in Delray and the Gulf Stream coastal areas in various stages of construction or near completion," said Laudani.

Seaside Builders is definitely moving forward in tandem with the construction momentum that has gained steam this year. They just completed four homes on Sea



SEASIDE TEAM ON SITE

PHOTO BY MELISSA KORMAN



COMPLETED PROJECT ON SEA LANE, DELRAY BEACH

Lane, a block from the ocean and Atlantic Avenue. The island-inspired homes have swimming pools, lanais, guest suites, custom kitchens, a Florida room and two-car garages. They sold out immediately.

Also in the works is a spectacular \$17 million oceanfront home in Gulf Stream with every amenity under the sun (literally). This 13,000 square-foot home is a showcase of good taste – something that Seaside Builders is so proud of. "We have our own definite style when building homes and townhomes. Home buyers know we take pride in our work and are meticulous when it comes to unique details, moldings, outdoor living spaces, sophisticated styling and interiors. Above all customer service is paramount."

That might be one reason many of their new homes and townhomes are already sold. In the Harbor View Estates community in Gulf Stream they are building six homes ranging in price from \$4 million to over \$6 million with deeded private beach access. Although they won't be ready until 2014, four are already sold.

There is other good news for Laudani and partner Whyte. They recently purchased the The Yacht Club of Delray Beach, a 44-slip Marina east of the Atlantic Avenue Bridge. This new project is a joint venture with Anthony Wilson, CEO and Chairman of Seagate Hospitality Group. Seaside Builders will develop townhouses with panoramic views of the intracoastal and all residents will have access to membership in the Seagate Club. "Anthony Wilson will be taking over the marina and we are building ten townhomes starting in price from \$2.6 million."

Things are going well for Seaside Builders. They have a crew that consists of six

project managers, six administrative staff and 15 full-time construction workers. They also do their own shell work and millwork so clients can have the home of their dreams complete with unique molding, wainscoting, columns, fountains and decorative designer services. "We are currently building a home for a family who wants a wine cellar that will hold 8,000 bottles of wine. We have a great design team and are known for our attention to interior finish details and customer satisfaction."

Laudani is definitely a man of his word. "Tom Laudani and Pat Whyte are truly master builders. Their years of experience make handling the many details of a project second nature. They have a great ability to focus on clients' objectives and deliver a completed project that exceeds everyone's expectations," said Pascal Liguori of Premier Estate Properties Inc.

Seaside Builders is adamant that each client is entitled to their own unique style. One size does not fit all, and Seaside is proud of that fact. According to Laudani there are new trends that home buyers are asking for. One of those things is an outdoor European style pizza oven (Hollywood celebs started this trend), wood paneling, decorative molding, craft rooms, in-home office suites, gourmet kitchens and butler's pantries.

"Our customers are asking for sophisticated electronics, audio-visual media rooms and smart homes with remote access control of lighting, AC and cameras from their iPads. People also want elaborate swimming pools with fountains, rock formations and water features. We recently built a home with a fire pit in the middle of the swimming pool," said Laudani.

To accomplish all of this diverse workmanship and homeowner satisfaction Seaside Builders has a dedicated staff that has been with them for many years. Their lead superintendent, Danny has been working for Seaside since its inception, and Project manager Kevin can be found on the job six days a week every week.

This team approach is what has kept Seaside employees so loyal and has secured them a position in the top tier of builders in town. "The success of Seaside Builders is totally dependent on the people around us. We could not have accomplished what we have in the past seven years without a dedicated staff of professional craftsman and administrators," adds Laudani.

Carl & Julie Rau agree. "Seaside Builders completed a major renovation to our home in the Seagate Community of Delray Beach. The Seaside team of professionals and contractors were a pleasure to work with, and we are delighted with the finished product. The work was completed in a timely manner with great attention to detail and expert workmanship."

Expert workmanship is something that Seaside Builders takes great pride in delivering. "During the recession we made a conscious decision to acquire property east of the intracoastal. Our hope was that a recovery in new construction activity would stimulate Delray Beach and help revitalize the local construction economy."

And guess what? They were right.

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