

# BUSINESS PROFILE

## Healthcare niche keeps builder on his game

BY EVAN WILLIAMS  
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Journalists challenge themselves by running a marathon; writers test themselves by attempting a novel; Stevens Construction, Inc. stays tiptop by taking on healthcare construction projects, which require a high level of organization, CEO Mark Stevens said.

Stevens Construction won four building industry awards last year, one in the healthcare category; but also in the hospitality category, for the South Seas Island Resort Clubhouse and Pool Complex on Captiva Island; and overall, 2007 Contractor of the year.

Healthcare construction is a niche market which helped the company survive the building industry collapse and now makes up 78 percent of Stevens' projects and allowed him to expand in to Central Florida. Now, he has offices in Fort Myers and Maitland, and is renovating an MRI room in Arcadia.

"The healthcare market has slowed down, but not at the rate of commercial construction," Stevens said. "Just the nature of it keeps you on top of your game at all times."

It takes precise organization to build the MRI room, for example, because medical operators are losing up to \$30,000 per day during construction. The MRI equipment comes from overseas and has to be installed by a team from out of state, who must arrive in coordination with state inspectors who are only available every three weeks.

If anyone on Steven's 22-person team misses a beat, there is a huge cost.

"We were able to mold the project, dur-

ing the design phase, so all the expectations were clearly laid out," Stevens said. "It's always a challenge. You really get to know your owner well. We all work together very tightly; there's no room for error."

Stevens, 41, moved to Fort Myers in 1974 from Indiana. He came from a family of farmers — they produced corn, wheat, hogs and cattle. His only relative in the building industry is an uncle who has a plumbing and electrical business.

Stevens helped his father repair used lawnmowers as a child and was fascinated with "the mechanics of how things are put together and come apart." He elected to take architecture design in high school.

"I liked the idea of designing and building, but I didn't really understand the day-to-day differences between an architect and a builder," he said.

Everything fell in to place at the University of Florida, where Stevens graduated with a bachelor's in construction management.

"I quickly realized I enjoyed building the models in class more than drawing them," he said.

After college, he worked manual labor jobs, setting trusses and installing roofs in Cape Coral, which was rapidly growing in his youth.

"Big John's was the only grocery store," he said. "It was a great small town to grow up in. Just by being there you saw a lot



Mark Stevens, CEO of Stevens Construction

EVAN WILLIAMS / FLORIDA WEEKLY

Stevens Construction, the economy began to collapse.

"As I saw the market continue to deteriorate here, we started looking for other markets across the state," he said.

And his healthcare projects grew. He has \$9 million worth of them this year in Central Florida, including work on the MRI, two cardiac catheter labs and two ambulatory surgery centers. The company's projects are renovations in the \$1 to \$20 million — too small for huge developers, but too big for

many local ones.

"I could beat them by 15 or 20 percent on a job that's \$15 million," he said.

Stevens plans to expand elsewhere in the state, and maybe throughout the U.S. — but that's a long time coming.

"Right now, it's not in our five-year plan to have an office outside the state," he said.

Meanwhile, Stevens may be casting a line into Pine Island Sound, one of the places he likes to fish; hanging out with his three children; or helping out with such varied community services as the March of Dimes Bowling for Babies or the Florida Hospital Triathlon.

Stevens is also poised to be Lee Building Industry Association's president next year.

"In an economically unsettled time in the industry, I'll be leading the organization through uncertain waters," he said. ■



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# PROFESSIONALS WITH PASSION



<p><b>Warehouse/Office Billy Creek Commerce Center</b></p>  <ul style="list-style-type: none"> <li>• 10,000± SF Building</li> <li>• 40,740± SF Land</li> <li>• IL - Light Industrial</li> <li>• Unit C: 6,000± SF</li> <li>• Truckwell/OH Door</li> <li>• City Water/Sewer</li> <li>• Off I-75 Exit 139</li> <li>• N of Crystal Dr</li> </ul> <p><b>Sale Price \$975,000</b> <b>Lease: \$3,800.00/Mo + Tax</b> <b>Contact: Todd Holman</b></p> <p style="text-align: right; font-size: small;">WA636S/L</p>	<p><b>Fort Myers Beach – Income Property</b></p> <p style="text-align: center; background-color: yellow; font-weight: bold;">REDUCED</p>  <ul style="list-style-type: none"> <li>• 8,283± SF</li> <li>• Land: .32± AC</li> <li>• Multi-Tenant Bldg</li> <li>• Zoned C1</li> <li>• Restaurant on 2nd Floor</li> <li>• Gulf Views</li> <li>• Private Parking</li> <li>• Bldg Renovated</li> </ul> <p><b>Price: \$1,900,000 or \$229 PSF</b> <b>Contact: Tom Woodyard or Carrie Vincent</b></p> <p style="text-align: right; font-size: small;">WA1338</p>	<p><b>Office Space For Lease</b></p>  <ul style="list-style-type: none"> <li>• 5,633± SF/Will Divide</li> <li>• Zoned Professional Office</li> <li>• Class "A" Building</li> <li>• Mixes Use</li> <li>• Located On Winkler Ave</li> <li>• East of Evans Ave</li> <li>• Excellent Access</li> <li>• All Major Corridors</li> </ul> <p><b>Price: \$12.15 PSF NNN + CAM</b> <b>Contact: Robyn Wright or Alex Wright, CCIM</b></p> <p style="text-align: right; font-size: small;">WA1488</p>	<p><b>Country Estate Homesite</b></p> <p style="text-align: center; background-color: yellow; font-weight: bold;">Reduced</p>  <ul style="list-style-type: none"> <li>• 5.11± Acres</li> <li>• Near Bayshore Rd</li> <li>• Zoned AG2/Palm Tree Farm</li> <li>• Paved Road Access</li> <li>• Near Upscale Estate Homes</li> <li>• 328'± Wide x 679'± Deep</li> <li>• Access Shops, Banks, Schools</li> <li>• Quick Access I-75</li> </ul> <p><b>Price: \$299,900 or \$59,980 Per Acre</b> <b>Contact: Tom Woodyard or Carrie Vincent</b></p> <p style="text-align: right; font-size: small;">WA1679</p>
<p><b>Class A Office Space For Lease</b></p> <p style="text-align: center; background-color: yellow; font-weight: bold;">PRICED BELOW MARKET VALUE</p>  <ul style="list-style-type: none"> <li>• 1,424± SF</li> <li>• Vanderbilt Dr</li> <li>• Frontage w/signage</li> <li>• Fully Built-Out</li> <li>• Zoned CPD</li> <li>• Centrally Located</li> <li>• Off Bonita Beach Rd</li> <li>• MOTIVATED OWNER</li> </ul> <p><b>Lease: \$12.00 PSF + CAM</b> <b>Contact: Alex Wright, CCIM or Robyn Wright</b></p> <p style="text-align: right; font-size: small;">WA1973</p>			
<p><b>Office/Warehouse Metro Plantation</b></p> <p style="text-align: center; background-color: yellow; font-weight: bold;">New Listing</p>  <ul style="list-style-type: none"> <li>• 6,325±SF Building</li> <li>• 1,988±SF Office</li> <li>• IL - Light Industrial</li> <li>• Two OH Doors</li> <li>• Ample Parking</li> <li>• One Truckwell</li> <li>• Just Off Metro Pkwy</li> <li>• N of Crystal Dr</li> </ul> <p><b>Price: Lease \$5.98 PSF + \$2.50 PSF CAM</b> <b>Contact: Todd Holman</b></p> <p style="text-align: right; font-size: small;">WA2015</p>	<p><b>1.09± Acres Commercial Site</b></p> <p style="text-align: center; background-color: yellow; font-weight: bold;">Just Reduced</p>  <ul style="list-style-type: none"> <li>• Zoning: CN-3</li> <li>• Off Lee Blvd</li> <li>• Allows Restaurants</li> <li>• Office &amp; Medical</li> <li>• 320'± Frontage</li> <li>• DO in Place</li> <li>• Near SuperCenter</li> <li>• Wal-Mart</li> </ul> <p><b>Price: \$569,764 or \$12.00 PSF</b> <b>Contact: Honora' Jacobus</b></p> <p style="text-align: right; font-size: small;">WA0930</p>	<p><b>Office/Warehouse</b></p>  <ul style="list-style-type: none"> <li>• 2,325±SF Unit</li> <li>• Four AC Offices</li> <li>• Conference Room</li> <li>• Bonus Mezzanine Area</li> <li>• Located on the NW Corner</li> <li>• Off Metro Pkwy &amp; Danley Dr</li> <li>• OH Doors 10'x12'</li> </ul> <p><b>Price: 2,325.00/MO + tax</b> <b>Contact: Todd Holman</b></p> <p style="text-align: right; font-size: small;">WA2023</p>	<p><b>3,700± SF Warehouse/Office For Sale</b></p> <p style="text-align: center; background-color: yellow; font-weight: bold;">I-75 Access</p>  <ul style="list-style-type: none"> <li>• Off Luckett &amp; I-75</li> <li>• Warehouse w/carport</li> <li>• Zoned IPD</li> <li>• Manufactured Office</li> <li>• Ideal for Manufactures &amp; Distributors</li> <li>• (2) OH Doors</li> <li>• Water/Sewer</li> </ul> <p><b>Price: \$795,000 or \$10.42 PSF</b> <b>Contact: Tom Woodyard or Carrie Vincent</b></p> <p style="text-align: right; font-size: small;">WA2012</p>
<p><b>Office/Retail Space For Lease</b></p>  <ul style="list-style-type: none"> <li>• 1,500± SF Unit</li> <li>• Zoned IPD</li> <li>• High Visibility</li> <li>• Retail Shell Units</li> <li>• Great Signage</li> <li>• Located In Sunset Plaza</li> <li>• On Summerlin Rd</li> <li>• OH Doors</li> </ul> <p><b>Price: \$8.00 PSF NNN + CAM</b> <b>Contact: Steve Wood</b></p> <p style="text-align: right; font-size: small;">WA1752</p>			

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