

# HOME

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# G.W. Robinson Remodeling: Doing It Right

By David Greenberg



photo by Erica Leone. This sitting room off the master bedroom in the home of Dawn and Harry Krop was converted from a lanai by G.W. Robinson Remodeling.

In any field, the experts will say that experience is the key to getting the job done right, and home remodeling is no exception to that rule.

And that's exactly what the father-and-son team of Randy and Jay Robinson, at G.W. Robinson Remodeling, LLC., brings to the table – a long history of experience dating back to 1968, with Randy Robinson first learning about the home construction industry from his father, G.W. Robinson.

Combine that experience with a business model based on providing value and quality, and you have a formula for success.

“For us, it is never about pushing the sale,” said Randy Robinson, the company president. “It is about working with families to make their home work for them. We spend time trying to fully understand their needs before we begin to budget or plan.”

When you are going to remodel someone's home, there are a few issues that are very critical – timeframe and convenience. The homeowner wants to know what is going to happen when. And equally important, they want to know how long they are going to be without the use of a kitchen, bathroom or some other part of the home.

For G.W. Robinson Remodeling, the timetable is essential.

“We set a schedule, and we do our best to stick to it,” said Jay Robinson, who serves as vice president. “We want to make sure the homeowner understands how the project will unfold. It is very important that there be no surprises.”

For one project done recently by G.W. Robinson Remodeling, keeping to the timetable was essential. Gainesville residents, Dawn and Harry Krop, were having some work done at their home in anticipation of their daughter's wedding.

The work included adding a mudroom, expanding the two-car garage, adding a sitting room to the home, converting one area to a courtyard, and installing custom wrought iron fence.

“We were looking at some major areas of our home,” said Dawn Krop. “We had a deadline because of the wedding. The reason we hired Randy and Jay was that they came in with a timetable, and seemed committed to keeping it. We watched carefully. They worked hard to stay on the timetable. It wasn't just words to get a sale. They followed through. We found that when we brought a problem to them, which was not very often, we didn't have any aggravation. They just took care of it, and never once did we feel that quality suffered to keep the project moving along.”

The Krops had another observation about the work that they believe was one of the main reasons the project went as smoothly as it did.

“Harry told me he noticed that Jay worked really well with all the subcontractors,” she said. “He really seemed to maintain a good relationship with them, and it is our experience that doing that really helps. We would certainly recommend them highly to anyone, and use them again if we had the need and the opportunity.”

Getting feedback like that is what Randy and Jay Robinson see as signs that they are providing quality service. Beyond that, they are very pleased when they get to do some full-circle work.

“Very often, people come to us because G.W. Robinson Builders built the original home,” said Randy Robinson. “They are looking at getting the home ready to sell, so they can move into something more modern.”

In one recent case, the home was 22 years old, and the bathroom needed updating. Randy Robinson met with the homeowner, and suggested some improvements.

“Overall, they liked the home and the location,” he said. “They were so happy with the results that they no longer thought about moving. We had the same things happen with a kitchen remodel we did recently.”

While the Robinsons have assembled a great team of staff and subcontractors, they are convinced that it is a combination of that team and a business model that makes them successful.

One of the biggest keys in creating that success is to bring G.W. Robinson Remodeling into the process at an early stage.

It starts with communication, as G.W. Robinson Remodeling gets a sense of the client's goals, scope of work and budget, and begins to consider plans in very general terms. That is followed by developing and reviewing a preliminary plan, with input from the engineer and key subcontractors.

Then a proposal is put together. This way the client can see all the factors involved.

Because the work is being done on an already existing home, the next phase includes researching the conditions on the ground. Following that, the client will make selections. And only then is a final budget developed, and a contract is drawn.

Before construction begins, there is a pre-construction meeting during which the process and that critical timetable are covered. This is followed by construction. Finally, as the project nears completion, a walk-through is conducted, and a final checklist is completed.

And G.W. Robinson Remodeling will still be there after the project is completed, dealing with any issues that may come up after the fact.

“In my years in construction I have always strived to deliver quality and integrity,” said Randy Robinson. “We are committed to that. We are determined and dedicated to building futures for our clients, and fulfilling the promises that we make to each and every client.”

To learn more about the services offered by G.W. Robinson Remodeling, LLC., License# CRC027247, call (352) 375-7917. 



photo by Erica Leone. The work at the Krop home G.W. Robinson Remodeling also included creating a courtyard and gate in the front.