

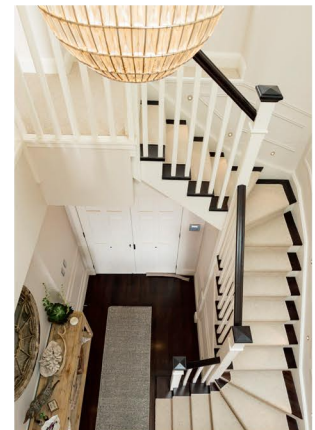


FROM THE GROUND UP

WITH MORE THAN 7600 HOME ADDITIONS UNDER ITS BELT, THIS SYDNEY BUILDER IS A WINNER OF MANY INDUSTRY AWARDS IN RECOGNITION OF ITS WORK, INCLUDING THE PRESTIGIOUS HIA NSW PROFESSIONAL RENOVATOR BUILDER OF THE YEAR AWARD

Cape Cod Australia has a vision to “create living spaces for families, while leading the industry through innovation, consistent delivery of products and service to clients”. Specialising in major home additions across the Sydney greater metropolitan area, Cape Cod provides design, compliance and building services for first floor and major ground floor additions.

The company is based in North Parramatta, with 44 office staff who deal with all aspects of the design and compliance stages of the project along with more than 100 external trades who deal with the construction stage of projects including all site requirements to get the job done. With a vast majority of contractors and staff serving with the company for many years, Cape Cod has the tools to provide the experience and



consistency required for good business.

The business was established in 1965 by Tim Kosubsky, who both nurtured and grew the business for 40 years. The business was the first of its kind and pioneered the industry as we know it today. Over the years the designs and the range of possibilities have grown, however, the early principles are the same. The projects that Cape Cod build vary from \$150,000 to \$1.5 million in value, with all 100-plus projects a year receiving the same level of attention.

In February 2007 the business changed hands, with long-term employee and director at the time, Robert Moerman taking the business over with his good friend and employee, Paul Petrusma. With a new lease of life they went about revisiting all aspects of the business and worked together to introduce technology and youth into the process. With two different skill sets, one in building, the other in business management,

their desire was to again become the builder of choice by displaying integrity, innovation and generosity.

Cape Cod has been a member of the HIA and Master Builders Association for as long as it has been operating and understands that to be leaders in business you need to be prepared to have your work judged in all aspects. Cape Cod is proud to have consistently won awards since the 1970s covering projects in the under \$200,000 category through to the \$1.5 to \$1.7 million category, as well as recognition in the Work Health and Safety and Professional Builder categories. However, what will always remain most important to them is the judgement from clients.

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