

# Tucker Paving

## BUILDS ON VISTAGE

Most entrepreneurs dread being disconnected from their business for a whole day, but Chip Tucker feels exactly the opposite. "My Vistage day is the best day of my month," he says. "It's a chance for me to step back and listen to discussions about issues and opportunities facing like-minded business people in an open, positive nature."

Like many entrepreneurs, Tucker started Tucker Paving with a loan from his father, a friend and some old run-down equipment. Today, his client list is a "who's who" of major central Florida developers, theme parks, and government agencies and he credits Vistage with much of his success.

"In 2008, right before the recession, we were at about \$24 million in sales, we dropped to about \$6 million because we're so driven by development, but now we're looking at nearly \$50 million for 2017 – and a lot of that is due to Vistage."

Tucker Paving is approaching 1.5 million hours worked without a lost time accident.



*"My Vistage day is the best day of my month."*

- Chip Tucker, Vistage Florida member

This is due to increased emphasis on our safety program, a major concern for clients like Disney, the Florida Department of Transportation and local airports. "That's not only increased revenues by opening new doors, but saved money on worker's compensation costs," Tucker adds.

In fact, Tucker believes so strongly in Vistage that his executive vice president (who is also his step-brother) is in a different Vistage group, and his son is a member of the Vistage Key Executive Program and will eventually move to a group for CEOs.

"Chip is the poster child for Vistage," notes Vistage Chair Dick Pellegrini. "He's very focused on the Key Performance Indicators and he's seen remarkable growth since he joined this group as a charter member in 2010."

Tucker started off with a private coach to help build his business, but was looking for something different when he first met Pellegrini. "I like the open positive attitude of this group, and the opportunity to discuss new ideas and concepts with people I know and trust."

The speakers that are always part of a Vistage day also have been outstanding,

Tucker said. "We're talking to one or two of them about coming back to Winter Haven so our team members can hear their presentations."

### About Vistage

Vistage offers professionally facilitated peer programs for Florida CEOs, Presidents and Business Owners of both larger organizations as well as emerging small businesses. Members meet monthly in small groups of 12-16 hand-selected members where they focus their collective brainpower on each other's opportunities and challenges, and hear expert speakers. Since 1957 Vistage has been dedicated to increasing the effectiveness and enhancing the lives of CEOs. There are 23,000+ members worldwide – with more than 800 in Florida.

To learn more call Vistage Florida at 800.733.4832 or visit [florida.vistage.com](http://florida.vistage.com)

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