

Delco Medical Solutions
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An Exciting NEW Chapter

Delco Development has a long history of developing, building and managing successful projects in South Jersey, and now it is specializing in transforming medical and dental offices through a division called **Delco Medical Solutions**.

BY MATT COSENTINO

As **Delco Development** has evolved from a modest real estate development and management company into a major economic driver in South Jersey, it has impacted the region's landscape in numerous ways, with projects ranging from hotels and shopping centers to restaurants, apartments and townhomes. What hasn't changed from its founding in 1970 until now is its commitment to both strengthening local communities and serving clients with integrity and trust.

Those values will continue to be the company's cornerstones as it moves into a new realm with the launch of **Delco Medical Solutions**, a division headed by Damon Forte that specializes in transforming dental and medical offices into modern, efficient and patient-centric spaces.

"We're excited for this venture," says Tom Juliano, CEO of **Delco Development** and the son of founder William Juliano. "It's something new and a little different, but at the same time it's not so new and different. In other words, we do this kind of thing anyway (tenant fit-outs), so it was

like a light bulb went off when Damon and I got together. I thought he could really grow it on the sales end, and then our team could step in and do the construction work. It's a collaborative effort and that's what **Delco** does: We build teams with the best talent possible and work together to get the job done."

Delco recently completed fit-outs for several of its own tenants in the medical sphere, and because of its extensive experience in the construction industry and its established systems that have proven to be so effective over the years, the projects went off without a hitch.

"One of the suppliers said, 'You did a great job of coordinating this—you should do more of it. I know other doctors who might want to use you.' That's how it started," Juliano recalls. "We found that it's something we're good at, so we decided to team up with Damon and grow this division, using our expertise in construction and the South Jersey market. We call it **Delco Medical Solutions** because we can solve any issues that arise. We're adept at the entitlement process, the approval

process, the design aspect and coordinating all of the different contractors and engineers that are needed for a medical construction or fit-out. We make it more of a seamless process for the doctors."

Whether it's a brand-new space or the renovation of an existing office, **Delco Medical Solutions** will steer the project from concept to completion while stressing open communication with the doctors throughout the process and ensuring his or her vision is brought to life down to the smallest detail. The team has a deep understanding for the unique needs of dental and medical professionals.

"As experienced developers and builders, we look at it through a couple of lenses," Forte says. "Primarily, it's the functionality for the practitioner in the space that's available, but we also have to look at it through the lens of the patient experience. Ultimately, we want to enhance the patient experience, so we have an architect who brings the design to life in line with the government regulations and approvals. There are a lot of moving parts and Tom's team is the best in the business in moving the process along. We allow the doctors to focus on their practice and patients, and we focus on creating the space to give those patients the best experience."

Having the right partner for such an ambitious undertaking makes all the difference, and **Delco's** track record for completing projects on time and on budget speaks for itself. The company's reputation throughout South Jersey is unmatched.

"When you're out there trying to get something done and the town officials and building inspectors know that you're a quality company and you do things right, that's a really big deal in the construction industry," Juliano says. "If something goes wrong, we're going to fix it, and we're not going anywhere, either. You don't have to worry about us closing up shop and running away, because we've been here for decades developing and building. You can rely on us to get it done."

Juliano and the rest of the **Delco** team have long prided themselves on having a positive impact in the South Jersey towns they call home. Branching out into such an important aspect of the community and helping doctors is just another rewarding aspect of their profession.

"We're here to make their life easier so they can get back to what they love doing, which is practicing medicine," he says. "We want to take the stress out of it for them and give them an office they're proud of when it's all said and done." ■