

**Walter Ormanzabal**  
**Trustee Board Member**

**Pilar Services**

Founder & President of Pilar Services, Inc. an HVAC & Refrigeration company serving the community since 1991 specializing in residential and commercial .

Senior operating and management experience with a proven track record of driving market share, revenue and geographic growth throughout the State of Florida and soon Georgia . Strategically focused with exceptional leadership skills. Effective at building high-performance teams and leading change in competitive business environments.

**Highlights include:**

- Founder and President of a well positioned HVAC company.
- Revenue and Profit Growth: Achieved compound annual revenue growth of 49% over the last 5 years.
- Company Growth and Expansion: Established two Branch offices in Orlando and Naples to extend our business up to Central and West Florida. Went from 5 employees to 42 employees.
- Diversified company to provide commercial maintenance, new construction, government jobs, residential, repair and any kind of HVAC & Refrigeration service needed.
- PSI is certified as a MBE (Minority Business Enterprise) and CSBE (Community Small Business Enterprise),
- We are members of several associations such as: ABC (Associated Builders & Contractors), FRMBC (Florida Regional Minority Business Council), The Latin Chamber of Commerce of Broward, etc.-