



# Success Story

2009

## Commercial Industrial Roof Services Co.

House District 60  
Senate District 10  
U.S. Congressional District 12



After graduating from the University of Cincinnati, Hig Rodriguez Dillinger worked with a number of building materials companies. In 2002 he decided to leverage his experience and contacts to launch Commercial Industrial Roof Services Co. "It seemed natural that we would take all of that expertise and put it to use as a roof consultant," Dillinger said. So in 2002 Dillinger came to the Florida Small Business Development Center at the University of South Florida in order to learn how to obtain his certification as a Minority Business Enterprise and how to win government contracts.

According to Dillinger, the consultants at the Small Business Development Center "provide high quality advice, were very helpful, and really cared about my business. I go to many functions where Small Business Development Center consultants participate and I am impressed by the commitment of their people." Dillinger's vision when he started his business was to be a roof consultant.

However like many entrepreneurs, he discovered that his customers wanted more. They wanted not only a roof consultant, but also a quality roof contractor to protect their roofs. So CIRSCO soon expanded beyond advising customers on how to extend the life of their roof. Now, CIRSCO works primarily with multiple-facility building owners and property managers, providing maintenance inspections, budgeting, planning, roof repairs, restorations, recovery, and replacements. "We focus almost exclusively on helping the owners and managers of existing buildings protect their roofs which protect their buildings," Dillinger explains.

Dillinger explains his company's motto is "treat customers as human beings and understand their needs." CIRSCO has developed into a family firm of 22 employees with sons, Scott and Steve and daughter, Nichol working in the business. It has received many awards such as: 2008 Top 25 Minority-Owned Companies in Tampa Bay, Nation's Top 100 Disabled Veteran owned Business, Nation's Top 500 Hispanic Owned Business and many others. Dillinger still makes use of the resources at the Small Business Development Center to grow his business having attended 44 counseling sessions since the business started in 2002. Now, his customers want CIRSCO to provide services for their facilities, landscaping, parking lots, irrigation systems, and storm water management.

In spite of the recession, CIRSCO is growing and looking to hire quality people. Again, CIRSCO is going where its customers takes it- well beyond the original vision in 2002. For further information, visit [www.cirSCO.com](http://www.cirSCO.com) or call 813/740-8080.

### ABOUT US

#### Service Area

- ✓ Hillsborough
- ✓ Pinellas
- ✓ Polk
- ✓ Pasco
- ✓ Manatee
- ✓ Hardee
- ✓ Sarasota
- ✓ Desoto
- ✓ Highlands
- ✓ Hernando

#### Sub-centers

- ✓ Florida Procurement Technical Assistance Center (PTAC)
- ✓ South Florida Community College Highlands Campus
- ✓ Hillsborough County Small Business Information Center
- ✓ Central Florida Development Council Small Business Development Center
- ✓ Manatee Community College Small Business Development Center
- ✓ St. Petersburg Business Assistance Center
- ✓ USF St. Petersburg College of Business

#### Services

- ✓ Free one-on-one business counseling
- ✓ Free entrepreneurial training workshops
- ✓ Low cost entrepreneurial training seminars
- ✓ The Business Resource Center
- ✓ Custom corporate training

#### Contact Us

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