



Cavalier's reputation has put it among the four or five contractors in the Bahamas capable of working on \$10 million to \$20 million jobs, but D'Alewyn said the company has worked hard recently to establish itself as a go-to option for smaller projects as well – eschewing the notion that it would either not be interested in smaller endeavors, or would be too costly for those looking to have work done.

A new website – [CavalierBahamas.com](http://CavalierBahamas.com) – has been put together, too, as means of projecting a fresher corporate look and a revamped image.

"We're trying to let people know that we do smaller stuff. Renovation work. Rather than just big luxury homes and hotels and condominium buildings," he

said. "We're trying to let people know that we actually do and have done smaller commercial projects. We're in discussions with someone right now about a \$2 million office block. We're a multi-faceted business and not just geared to the high stuff.

"You've got to kind of push that out yourself. We've got a fairly extensive network of architects and people that we deal with quite a lot. It's a question of having lunch with them and leveraging those networks to let them know, if they come across projects like that and they're putting together a bid list for projects of that nature, that they shouldn't necessarily exclude us."

Elsewhere, a significant change to the business landscape has come in the form of a nationwide value-added tax that took effect on Jan. 1 and is prompting