

# Getting to know Frank Dinatali & Paul Bowman of Diversified Builders

## *How we got our start in this business...*

Frank started working with his father and uncles in Waterbury, CT in the early 1960's. He worked with his brother Dennis learning the trade from the ground up. In those days, most builders used fewer sub-contractors, therefore builders had to learn about excavation, concrete work, framing etc. After college Frank decided to branch out on his own and started his own business by coming to Cheshire, buying property and building on it in 1973.

Paul also started out working in the family business in Cheshire. His father owned a plumbing & heating business and expected each family member to learn the trade as early on as possible. He worked part-time in the family business starting at age 14 and began to learn about the sub-surface and mechanical aspects of building from that point on. After graduating from college his family bought a hardware store which he managed for three years. Two years later a partnership was formed with his brother George and Frank Dinatali, and they went on to build Quarry Village, a 98 unit condominium project in Cheshire



**Frank Dinatali and Paul Bowman**

## *Our first projects...*

The first single family home Frank built was in Middlebury, CT and Paul's was in Southbury.

Diversified Builders has since gone on to build hundreds of homes and developed many properties throughout the towns of Cheshire, Southbury, Woodbury, Waterbury, Naugatuck, Prospect, Southington, North Branford & Madison.

## *Our greatest influence or mentor...*

Both of us agree that our early mentoring came from each of our families. In particular our fathers, who had the biggest influence over our careers. They taught each of us a trade in different disciplines that has proven to be vital in our success, along with work ethic, common sense, and a set of core business values that have been the foundation of our business.

## *What inspires us...*

The many variables of this industry inspire and challenge us in many ways. The opportunity to look at an undeveloped property, sub-divide it and build the roads, build homes on it and then later drive through the neighborhood and watch families enjoying their neighborhoods and showing pride of ownership is very inspiring.

## *Our proudest building experience ..*

We're proud of all of our developments, but we'd have to say Stonegate, if we had to name just one. We came up with the vision of an "active adult, over 55" community, the first in Cheshire. We wrote the regulations, and incorporated cutting edge "green building" site and construction techniques because the property is located on the town's aquifer. We also remodeled the two historic houses that are at the entrance of Stonegate. Both were originally built in the 1700's.

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### *Someone would be surprised to learn...*

That we are the most progressive builders and developers in the area utilizing “green building” technologies. We have been employing these techniques long before they became popular. For example, we built our project Stonegate in Cheshire over the aquifer, and went to great lengths to be sensitive to the environment, designing and installing storm and roof water rechargers to minimize the impact to the aquifer and adjoining watercourses. We’ve utilized specific construction design principles in our building, and we have an outside consultant independently test the energy efficiencies in our products.

We are “hands on” and not “briefcase builders”. We consider ourselves blue collar— we grew up working in the trades and learning the business from A to Z. Also, we actively work along with our crews in the field.

### *Our greatest strength as builders...*

Is our ability to deliver a quality custom product within a timetable that is desired by our client. We have the ability to take our base product and customize it to satisfy a client’s needs.

### *We want homebuyers to remember us and their buying experience...*

It’s our goal that homebuyers will remember us for our fairness, honesty and integrity. We listen to our clients’ needs and have the ability to customize our products to accommodate their particular desires and lifestyles. Our record speaks for itself. Being in the building and development business for as long as we have is a telling barometer as to the satisfaction of our customers and repeat customers .

### *What we like to do in our down time...*

Spending time with friends and family give us the most enjoyment. However, Frank is passionate about UCONN men’s basketball and has been an avid, long-time college football fan.

Paul on the other hand is active in volunteer services to the community by serving on many non-profit boards and committees.

Both Paul & Frank coached football at the Junior and High School levels for several years.

