

ANGIE GETS RESULTS

Langley Consulting Group

Written by JOSEPH SIRIOTIS

“I LOVE BEING A RESOURCE FOR PEOPLE,” said Angie Langley, philanthropist, CEO and founder of Langley Consulting Group. Angie has a lifetime worth of experience. Her career started as early as her teenage years, when she demonstrated her entrepreneurial streak as a babysitter. With her networking abilities, Angie turned her services into a small, unofficial business and even held training seminars for other babysitters.



Angie Langley

“I’ve always been interested in business and connecting people from an early age,” Angie said.

She graduated from the University of Central Florida and moved on to start a successful commercial development and real estate company with her former husband. Their primary focus was in Central Florida.

She found herself having to adapt when the housing market crashed in 2008, however.

“I had to start over from scratch,” Angie said.

Angie had advantages as a Florida native: insider knowledge, a network of connections and a natural goal-driven attitude that enables her to do everything she can for her clients.

Langley Consulting Group officially launched in 2010, with clients in Marion, Sumter and Lake County. She narrows her services to three core areas, an advantage for clients.

“I’m in a niche market,” Angie said.

GOVERNMENT RELATIONS

Sometimes small businesses find themselves at an automatic disadvantage in the legislative process, as larger competitors concerns get the lion’s share of attention. Angie is well aware of this and offers smaller businesses the opportunity for her to level the playing field for them.

“If you don’t have a seat at the table, you’re on the menu,” Angie said, quoting a former colleague.

Angie explained that one of the biggest factors contributing to her effectiveness as a lobbyist is her wisdom. One of the most important lessons she learned is that the devil is in the details.

“For government entities or highly regulated entities,” Angie said; if you’re in an industry that the insurance companies are against, you just have to stay on top of it. They could be trying to enact legislation that would really benefit the insurance companies over the consumer. If you’re representing a consumer-based company, you got to really watch those things because one little word can be changed in a law that can make a millions-of-dollars difference in different industries.”

When it comes to the legislative process, there is one legal word for all business owners to especially beware of.

“I always joke that the most powerful three-letter word in Tallahassee is, ‘may.’”

LAND USE

Land is one of the most important aspects of any business. It can be complicated, however, when it comes to

land use and zoning. For some business owners, the zoning approval process alone can be so confusing that they don’t know where to begin. Angie draws heavily on her real estate experience and explained how she advises and guides her clients.

“I’ve been brought in on projects that were denied,” Angie said. “They say, ‘Hey, we bought this property and we have to do something with it. How do we get it approved?’ They’ll be referred to me.”

One of Angie’s most recent successes is the approval of the Cypress Bluff Villa City Development, a 163-acre, 386-home development on Lake Lucy. The project was unanimously rejected by the Council of Groveland in 2020. Angie stepped in to help and the project was approved the following year. In total, Angie has managed to help build close to \$1 billion in Central Florida development alone with her guidance.

“The city of Groveland loves it so much that they want to incorporate it into a couple of little other areas in Groveland,” Angie said.

Businesses in the developmental stage currently face a major obstacle, however — prices have surged dramatically.

“Every single thing costs so much more,” Angie said. “When my commercial clients want to build new buildings, and they have a budget allocated and they’re half-way through the building, they’re not going to stop building it because of the price. They’ve got to continue building it no matter what the price is. It’s just unfortunate because nobody has a magic 8-ball.”

Angie remains hopeful about the current situation though.

“I’m hoping when those situations change and our economy changes that maybe there’ll be some correction in this construction crisis because I don’t see how it can just keep going.”

BUSINESS DEVELOPMENT

If there is one factor that makes the difference between a business growing or failing, especially when it’s your first time owning one, it’s knowing the right people who can help you.

“It’s like a sales side for shorthand,” Angie said. “It’s just coming back to connecting people.”

As a life-long resident of Florida, Angie has been able to develop and utilize a wide range of connections to help her clients succeed, making her not just a business consultant, but a community liaison.

“There was a new architect that was relocating here because of a family illness. They had a great thriving practice

where they moved from, which they kept, but they wanted to do some projects locally. So, they engaged with me because I know a lot of builders and developers; he was new here and knew nobody.”

GIVING BACK

Angie’s networking services aren’t limited to businesses. She uses her communication skills to give back to the next generation of business leaders throughout Central Florida. A colleague at Lake Sumter College approached Angie in 2012 about a problem they had — there weren’t enough companies participating in their internship program.

“They wanted to see different companies,” Angie said. “I had 11 or 12 companies offer internships that year.”

Numerous students benefitted from Angie’s accomplishment, either becoming business owners themselves or moving on to work for local companies she’s collaborated with.

“What’s funny now, is when they’ll call,” Angie said. “(They’ll) say, ‘I’ve got a client in this interview and I think you can help them.’ When somebody

you’ve helped develop a business comes back and sends business your way, that makes you feel good.”

Angie also donates to the Central Florida Hope Center, a food pantry located in Lake County, on a consistent basis. The organization offers various services for those in need, such as job placement, homeless solutions and care counseling.

She also serves as an important role model for many young women looking to enter land development and business. According to Zippia.com, a career research website, employment in the land development industry is made up of men by 74.3%, while women make up 25.7%. Angie has shown through her determination and unphased attitude that she is more than willing to take on those odds.

“On the development and real estate side, that’s been so heavily male dominated, you don’t see a lot of women out on a job site. You don’t see a lot of women going out and wanting to figure out how to divide a property up. I see a change in that coming. It’s been slow, but it hasn’t bothered me.”



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