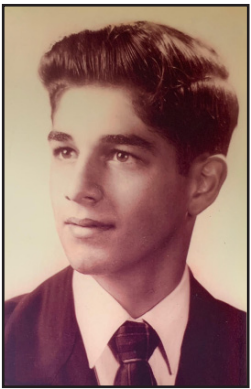


‘TONY’S LEGACY LIVES ON’

Antonio Troiano was a presence.

In his office at Troiano & Associates, he was known for his happy, boisterous personality, oftentimes singing down the hallway.

Business Academy named for accounting family man



At home, he was regarded for his “ginormous” garden, his banana bread and his 1987 Ford Ranger Big Foot Cruiser truck.

Among friends, he was revered for his golf game, and way back when, for helping friends file their taxes in exchange for a bottle of booze.

Among family, he was a caring, compassionate and get-up-and-go kind of guy, going back to school for accounting after a 20-year career in the Navy, then starting the family business in 1983.

In the community, he leaves a legacy of inspiration and encouragement at Sanford High School, where the Academy of Business is named for Antonio Troiano.

“I think he’s smiling somewhere, knowing that we’re encouraging

the next generation in the business field,” said his daughter Tracy, who now co-owns the accounting office in Sanford. “He wasn’t one for fame, wasn’t one for recognition, but he was one for community and tradition.”

He was always very passionate about life and his business helping others. “I think he came back here so much after retiring because really loved having done what he did,” said Ayn Hanselmann, co-owner of the firm now named Troiano & Hanselmann. “He believed that accountants made a difference in people’s lives, because he did. We do.”

Born in 1937 to Italian parents who had immigrated to America, Tony was “the only 100% Italian speaking French.” That’s because his mother died in childbirth, and his dad had to run the family store, so he grew up in an orphanage in Scarborough till age 5 and then a foster home in Sanford with his “mother” the French-speaking Rose Norman.

After high school, he served in the Navy for 20 years.

After the Navy, he worked at the Portsmouth Naval Shipyard, until his wife got sick.

“Then he needed to stay home, so he went back to school and got his accounting degree at USM,” she said. “He literally hung up a sign outside of his house, and it just said ‘Tony’s’ on it because he wasn’t zoned for business. So people would just come on down to the basement, and he would do tax returns for money, instead of booze!”

He opened Troiano & Associates in 1983, and Tracy’s brother Jeffrey joined the business. Later, Tracy, a proud member of the Sanford High School Class of 1989 and



After a 20-year career in the Navy, Antonio Troiano with the support of his wife Corinne started the family business in 1983. Their son Jeffrey and daughter Tracy later joined the firm, and Tracy co-owns it today with Ayn Hanselmann.



mother of three, joined her Dad and brother in 1993. Tony retired in 1997, living between Sanford and The Villages with his wife Corinne, who still lives in their Sanford home with the basement office.

“He would be walking down the hall, and everything would be quiet, and he’d go ‘Why? Why? Why am I so good looking?’ And we’d all just laugh.

“Tony was always a presence here, so even though he retired well before I joined the firm, he would come in to see clients, and everybody would always ask about him,” said Hanselmann. “Tony left a legacy for his family but also here with his work family. We have multi-generational clients, four or five generations of clients, that Tony and Tony’s staff served.

It was that sense of community, that sense of Sanford pride, that brought the fourth-generation Sanford mother of three to the firm upon her return home from 12 years in Colorado.

“The fact that I was joining a business that was Sanford-owned made a difference to me,” said Hanselmann. “And I think it’s really cool that Tony started something that we have continued, and that we’re all Sanford alumni, we all have our roots here. We choose to have our business here.”

They hope by sponsoring the business academy at the high school, they will in turn inspire a new generation of businessmen and women, who will then return home to continue the legacy of family-run businesses.

“Miss Demers at Sanford High School had a huge impact on me, and Tracy’s Dad obviously influenced her career. And we’re invested here, and truly giving back to the next generation,” said Hanselmann, “and Tony’s legacy lives on.”