

The Hilton Baltimore Convention Center Hotel

Highlights & Accomplishments of the Joint Venture Team of
Hensel Phelps Construction Co., Doracon Contracting, Inc. and Banks Contracting Co.



401 West Pratt Street

With \$231 million of the total \$302 million value of the project allotted to design/build services, the joint venture team of **Hensel Phelps Construction Co., Doracon Contracting, Inc. and Banks Contracting Co.** takes great pride in its contributions to this historic and successful project.



The project was delivered on time and within budget, with construction completed in a 30-month window. Stan Carlat, Operations Manager at Hensel Phelps, felt it was equally important that the JV team met and exceeded minority requirements, union goals and support Baltimore City's "Residents First" hiring program. "All of us on the JV team really enjoyed the opportunity to work together with the Baltimore Hotel Corporation and the Baltimore Development Corporation on this landmark project", states Carlat.



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Construction Co.**



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Exceeding minimal requirements and expectations is not new to Ronald H. Lipscomb, president and owner of Doracon Contracting, Inc. For over 20 years he has built and operated his business on the premise of being the best. Mr. Lipscomb attributes the joint venture's success on each partner's ability and willingness to take and give direction to each other. "It was a pleasure to work with my colleagues and with the City on a significant project that continues the revitalization of Baltimore's downtown."



Ken Banks, founder and president of Banks Contracting Company, couldn't agree more. After 28 years in business in the region and despite having worked on other signature Baltimore-area projects including Port Discovery and the new clinical building at Johns Hopkins Hospital, Banks just may be the most proud of his firm's work on this new hotel. "Tourism is a huge industry in Maryland that impacts the well-being of many in the area and historically has been limited by hotel capacity. It's exciting to know that bookings have increased substantially for the Baltimore Convention Center before the hotel even opens." Banks also points out that the project is sure to garner national attention as one of just a handful of new convention hotels currently being built in the U.S. and as the established Hilton brand makes its first foray into the Baltimore area.

About Hensel Phelps Construction Company

In business since 1937, Hensel Phelps is consistently ranked among the top general contractors and construction managers in the nation by ENR (Engineering News Record). For more information, please visit www.henselphelps.com.

About Doracon Contracting, Inc.

Formed in 1988 by Ronald H. Lipscomb, Doracon Contracting, Inc. is a full-service contracting firm headquartered in Baltimore, Maryland. For more information, please visit www.doracon.com.

About Banks Contracting Company

Founded in 1980, Banks Contracting Company, Inc. is an award-winning commercial construction and real estate development firm. For more information, please visit www.bankscontracting.com.