



## Ken Banks

Commercial Real Estate Developer  
Banks Contracting

Upon first glance, Kenneth Banks appears to be charismatically quiet, aglow with certainty, every move precise, and a welcomed mystery. To his 40 plus employees, Ken is revered; and his many, many accolades are a testament to his belief in working smartly towards a goal with intense focus, discipline in strategizing effectively, aligning himself with other visionaries, and optimistically seeking solutions. More than a successful entrepreneur and President of a multi-million dollar construction

and real estate development company, Ken has spoken to various groups within Maryland and in other states about his road to success and road to revelation. He can also be found working alongside some notable politicians in his role as Treasurer for the Maryland Democratic Committee.

Continuing to dabble in politics, most recently, he was appointed to Mayor Sheila Dixon's Transition Team and ultimately joined Don Fry, President

of the Greater Baltimore Committee and fellow Board of Director of the GBC, as a Co-Chair for the Baltimore City Transportation Investment Commission.

Continuous recognition for his contributions can be seen by the numerous awards lining two walls, two shelves, and a table in his self-designed multi-level office.

One award that brought laughter to our meeting was his 2007 Father of the Year Award given to him by the Baltimore American Diabetes Association. He jokingly recounts his children's amazement that not only was he nominated for this award, but that he actually received it. They, like many, are actually quite proud of his generous and philanthropic activities, in addition to his business success. However, he did receive another award in December for business, the

GBC's Bridging the Gap Award. A father of four, and mentor to many, he still finds time to travel extensively, ski, scuba dive, and sky dive. If after all of this he has a little time left in the day, Ken has many on-going projects at work to keep him busy. He has the dubious honor of working on and owning some extremely visible and nationally known projects with Johns Hopkins Hospital Technology Park and University of Maryland at Baltimore Biotech Park. His company is also

partnering with a couple of developers in building the new Hilton Baltimore Convention Center Hotel. With the many conventions confirmed and being planned, Baltimore will be able to accommodate the influx of attendees and encourage many other conventions. With over 25 years of running his own company, perhaps we can look for Ken Banks to use those success factors that enabled him to surpass his expectations to help make Baltimore a better place to work and live.