

## D&D Construction Services breaks construction record for Marriott International

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Week in Review



Residence Inn by Marriott in Sebring, Fla.

ORLANDO (Nov. 28, 2007) – A Central Florida builder, D&D Construction Services of Orlando, recently broke a record for hospitality giant, Marriott International, by building a four-story, 55,000-square-foot Residence Inn by Marriott in Sebring, Fla. on time and on budget in less than one year — 363 days to be exact.

“I work with 56 general contractors at any given time and D&D is absolutely the premier,” said Jeff Simpson, Senior Project Manager for Marriott International. “We provide so much information and so many requirements that owners and builders have to adhere to. The way D&D organized and handled our information was phenomenal. They had a real

spirit of teamwork and cooperation. If I could work with D&D on all 56 projects, I would be happy man.”

Completing the hotel in less than a year was quite a feat, added Simpson. “Given the logistics and permitting that was required at this location, it was amazing. D&D overcame all of that.”

Daryl and Darand Williams, father and son owners of D&D Construction, and other family members are directly involved in each project the company undertakes, ensuring its success and the satisfaction of the client. “Whether we’re working with a small client or a hospitality giant like Marriott, the owners of our company are intimately involved in the process,” said Darand Williams. “We believe an owner’s perspective is unlike any other, and that’s been the key to ensuring our clients’ satisfaction.”

The younger Williams modestly attributes the timely completion of the hotel to great synergy among his company, Marriott and ZMC Hotels, a hotel management company and franchisee of the Sebring Marriott location. He cites the daily presence of ZMC Hotels’ Product Manager, Jo Haubrich, as a major reason for the projects’ success. “Jo was there for each 2 a.m. cement pour and was always available to discuss any issue that arose. We could not have stayed on budget and on time if she had not been willing to work around the clock with us.”

Haubrich was equally impressed with D&D. “They’re more than just a builder. They have great integrity for their work and were very conscientiousness about making suggestions,” recalled Haubrich. “Normally builders just build what you tell them, but they were always offering information on how to make (the hotel) the best possible product they could. They built the hotel as if they were building it for themselves.”

D&D Construction was hired by ZMC Hotels, which had owned the property for two years and was initially unable to find a local, qualified constructor that met Marriott’s stringent building requirements. Williams heard about the proposed property, called the owner, ZMC Hotels, and negotiated a contract. The company broke ground on the all-suite, extended stay hotel in June 2006 and completed it in June 2007. Total construction cost was \$7.5 million.

“Typically with building, you expect timeframe changes and cost overruns, but D&D kept it all in check,” Haubrich added. “It was incredible. I’d work with them again in a heartbeat”

According to Williams, the extended stay hotel is one of the first in the nation to feature Marriott’s next level Generation 7 décor package, which provides “a lot more creature comforts than other extended stay hotels,” said the builder. “It was exciting to add luxurious touches including real wood cabinets, granite countertops, and modern appliances that make the guest rooms more like home away from home.”

D&D also partners with many hospitality brands and attractions in the Central Florida area and beyond. The company came to the rescue of Gatorland in Nov. 2006, after the Orlando attraction suffered a devastating fire that ripped through its entrance and gift shop, causing approximately \$3 million in damage. The family-owned construction company was hard at work at Gatorland within three days, and helped the attraction reopen with temporary facilities just 11 days after the fire. D&D recently broke ground for the reconstruction of the 14,000 square-foot building that was destroyed by the accidental blaze. The building should be finished in late spring/early summer 2008.

Currently, the company is at work on StarChild Academy in Winter Garden, a new 23,000-square-foot school and a remodel of 10,000 square feet of existing space that will be completed in Dec. 2008. The company also is serving as general contractor for a 37,000-square-foot expansion of the ballroom, meeting space and guest suites at the Four Points by Sheraton Hotel at the Indy Race Track in Sebring. They have been challenged to complete the project by March 2008, in just six months, for the start of the 24 Hours of Sebring.

With a busy construction calendar, D&D Construction continues to grow, says Williams. “We plan to continue to focus on getting involved in projects in the pre-construction phase and grow these relationships into the complete program as general contractors. While we’re well-suited for hospitality, entertainment and resort projects, we’re always open to a new challenge.”

D&D Construction will soon begin work on Majestic Cove, a \$12 million, two-phase deluxe condominium project on Lake Jackson in Sebring. The property will feature 144 units, a pool, marina, fitness center and executive meeting facilities.

D&D has worked for The Disney Company on various projects for nearly 20 years and has completed more than 1,000 contracts in its 22 year history. The company was founded in 1985 by Daryl Williams, who later involved his son, Darand. The third generation in a family of construction experts, Daryl Williams drew on the experiences of his father, who worked side by side with his grandfather, to learn the tricks of the trade. Otis Williams worked in construction during World War II and built some of the first cloverleaf highways in Los Angeles as well as the original Skyway Bridge in St. Petersburg, Fla. After many years of traveling between large construction projects, the family settled into agriculture and real estate development, and later drew these experiences into a Commercial General Contractor business, with headquarters in Ocoee, Fla., outside Orlando.

Founded in 1985, D&D Construction is a full-service general contracting firm specializing in theme parks and the hotel industry. The company, whose motto is “Building Together, Building Better,” provides a range of services including **pre-construction, construction management, general contracting, or development needs. The company handles all aspects of property construction** from project costing, **planning, design-build, construction management, and property development. D&D Construction’s work can be found throughout Central Florida, as well as in the Florida Keys and Alabama.**

For more information, visit [www.ddconstructionservices.com](http://www.ddconstructionservices.com) or call 407-654-7545.

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