

## Construction firm gets \$20 million contract to build three Fairfield Inn and Suites

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Orlando--Oct. 20, 2008--Central Florida builder D & D Construction Services of Orlando is pleased to announce its contract with Shaner Hotels of State College, Pa. to serve as general contractor for three Fairfield Inn and Suites in Lakeland, Fla., St. Augustine, Fla. and Augusta, Ga.

With more than 20 years specializing in the hospitality industry, including nearly two decades of work for The Disney Company, D & D Construction Services will oversee building of all three hotels concurrently. The three Fairfield Inn and Suites feature the same overall design and interior décor - each with approximately 85 rooms, an outdoor pool and spa, meeting space and a surface parking facility - with only minor deviations to fit the real estate. The total cost for the three hotels is approximately \$20 million.

The company broke ground on the three-story, 87-room Lakeland hotel on April 7, 2008, completed top-off on August 2008 and is expected to complete the project by December 2008, in plenty of time for a January 2009 opening to accommodate guests for Superbowl XLIII taking place in nearby Tampa on Feb. 1, 2009. Just as D & D Construction Services was topping off the Lakeland property, it began work on the three-story, 82-room hotel in St. Augustine. The company expects to top-off the hotel by January 2009 and complete the project by May 2009, with a June 2009 opening. Just one month after starting work in St. Augustine, the general contractor began construction on the four-story, 82-room hotel in Augusta, Ga. Top-off for the third hotel is on scheduled for January 2009 with completion by July 2009 with an August 2009 opening.

In lean economic times, with much commercial and residential building on hold throughout the United States, the owners of D & D Construction Services, father and son Daryl and Darand Williams, attribute their success not only to their reputation for delivering on time and under budget, but also to a simple but surprisingly rare management philosophy. "We manage the process of detailed estimating as if we are the owners," said Darand. "When you operate as if the project costs are out of your pocket book, value engineering opportunities present themselves. Clients time and again appreciate our perspective."

Shaner Hotels, with more than 20 properties in 15 states and total assets in excess of \$400 million, is the latest D & D Construction Services client to realize the benefits of the contractor's service-driven philosophy. When building new hotels, Shaner only considers contractors with "a solid

reputation and previous experience in hotel construction," said Bob Spraker, Corporate Director of Sales and Marketing for Shaner. "Hotels provide unique circumstances from the construction point of view - 80 some rooms and 20-30 subdivisions per floor, plus details like millwork, carpeting, wall coverings, and FFE or furniture, fixtures and equipment," continued Spraker. "To build our hotels, the contractor must have demonstrated experience and proficiency in past hotel projects."

Despite high expectations and the anticipated level of detail and coordination involved in each hotel project, D & D Construction Services has already made a positive impression on its new client. "Even in this economic time, at Shaner Corp. we are selectively, but aggressively seeking out new opportunities in stable, growing markets," said Plato Ghinos, Sr. VP of Development for Shaner. "We've been impressed with D & D Construction in our current working situation and look forward to building our partnership with them on new projects in the future."

Despite repeated delays from several tropical storms and hurricanes, the company has been able to make up lost time in order to maintain the original schedule, added the director.