



## CFG Bank Arena Baltimore, Maryland



In November of 2021, a Clark Construction associate reached out to Joel Linnell with Precision Doors, requesting he write hardware specifications for the sixty-year-old CFG Bank Arena’s upcoming renovation. It would be transformed into a “new multipurpose, state of the art venue, serving as an anchor for downtown’s west side” needing many replacement openings matching what was already in the Arena. Joel, Regional Sales Manager, coordinated with ASSA ABLOY for products and pricing and then with Project Estimator, Joe Fazio, for proposal submission. Maryland and Delaware District Manager, Larry Griffin, attended the “Project Previews and Networking for Local Clark Projects” event held by Clark on March 16th, 2022, further expanding project knowledge and the working-relationship with Clark executives. On bid day, just two weeks later, and after various meetings back and forth to vet out material needs and costs, Precision Doors submitted their first budget proposal for \$800,000 to complete the project.

On June 7th, 2022, a Clark project executive notified Joel of the good news. “Congratulations on the award and welcome to the Baltimore Arena team!” The contract’s value rounded out at \$922, 548. From then on, the (seemingly) impossible task began: complete shop drawings, vet out all existing project conditions, order materials and place them onsite, and complete - by December. This 6-month timeline didn’t faze Precision employees as Project Manager, Michael Lunn, led the project, knowing the next scheduled sporting event was slated for February of 2023!

Erich Hyneck and his central detailing team completed shop drawings and work was underway. The team completed the project on time in December.

A few months after completion, the project executive from Clark raved, “I can’t thank the Precision team enough for the work performed on this project - one of the most difficult doors, frames, and hardware packages I’ve ever seen - from procurement through delivery/installation - given the design time constraints and state of the existing doors. There were many instances throughout the project where Mike Lunn and the Precision Team went above and beyond, and it’s fair to say that our door completion % upon substantial completion in February would not have been anywhere near what it was, if we had gone with any company besides Precision Doors to supply the doors, frames, and hardware on this project!”

Fifteen members of the Precision team were invited to a private show and celebration for the very first concert event featuring Earth, Wind & Fire on April 6th, 2023, at the Arena. Since then, Clark has awarded the Precision team with another \$2.5 million project called the UMMC Stoler Center for Advanced Medicine, stemming from the service Precision provided Clark in 2022. The teams look forward to strengthening their portfolios together in the coming years!

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