

MARYLAND & D.C. CONSTRUCTION

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Journal

DDG Construction – Building A Company In The Midst Of A Stumbling Economy

by Lisa Whidden



Hilton Garden Inn

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DDG Construction, located in Columbia, MD, is a 'one-stop construction shop', providing the entire range of construction services for any commercial construction project. "We basically build every project as if it were our own," says Mr. Jai Desai, President of DDG and he goes on to say, "This is a reality our clients have consistently come across and gladly acknowledged."

In the year 2000, while working on a construction project with another

General Contractor, Mr. Desai noticed the problems that owners were facing on projects and also got the same feedback from other developers. After seeing the gap between project owner's expectations and project completions, Mr. Desai decided to tap this potential and formed DDG Construction in 2002. Since then, he has been able to build a company in the midst of a stumbling economy.

Since the company's
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DDG CONSTRUCTION

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inception and as the United States has faced its most severe depression in decades - with billions in wealth wiped out and a crumbling housing market, DDG Construction, unlike other firms who have gone under, has grown, added more projects to its portfolio and created jobs. This is due to their superior work ethic, knowledge and the relationships they have formed on their projects.

DDG Construction provides a full complement of commercial construction services from preconstruction, design-build, general contracting to project completion. Mr. Desai states, "We consider ourselves as a 'one-stop construction shop' that uses its experience and know how to deliver successful projects and exceed clients' expectations. Although we are currently licensed in Maryland, Virginia and Pennsylvania, we are not restricted geographically, and are capable of acquiring the necessary licenses in other states as required by the projects we undertake."

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Some projects the company has worked on are:

- **Holiday Inn Express**
Rooms: 80
Description: Ground up construction
Total Cost: \$5.4 million
Problem to solve:

The architect dropped out of the project after the first phase of work was completed. Solution: DDG Construction took this problem head on and re-designed the project in-house to

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not only complete the project in time but made it more efficient than the earlier estimates.

- **Microtel Inn & Suites**
Rooms: 59
Description: Ground up construction
Total Cost: \$2.5

million
Problem to solve: Prototypical design was not desirable to our client.
Solution: DDG Construction revamped the entire exterior, working night and day, without causing a delay.

- **La Quinta Inn & Suites**
Rooms: 49
Description: Ground up construction
Total Cost: \$2.8 million
- **La Quinta Inn & Suites**
Rooms: 77

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Holiday Inn Express

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DDG CONSTRUCTION

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Description: Ground up construction
Total Cost: \$4.1 million

• **Hampton Inn & Suites** (under development)

Rooms: 117
Description: Ground up construction (LEED Silver certification)

Total Cost: \$9 million

• **Hilton Garden Inn**

Rooms: 117
Description: Ground up construction
Total Cost: \$9.5 million

• **Hampton Inn & Suites**

Rooms: 109
Description: Ground up construction (2 phases)

Total Cost: \$7.6 million

• **Hampton Inn & Suites**

Rooms: 100
Description: Ground up construction
Total Cost: \$7.5 million

• **Industrial Warehouse**

Sq. Footage: 100,000
Total Cost: \$2.5 million

• **Office Building**
Sq. Footage: 53,000
Total Cost: \$5.5 million

On many of their projects, clients have written in to tell DDG how they felt about the work the company does on its projects and here are just some of the company's client testimonials:

We were literally days away from hiring another general contractor when I had a chance conversation with Jai. He looked at the plans and based on the questions he asked, questions no other contractor had asked, we requested a bid from him on the project. His approach to the project was different, and it made sense. It also saved us about 20% and 45 days. The project went smoothly and we are very happy with the experience, the cost savings and the end result.

- Nilesh Patel

I've developed my share of commercial projects and the general contractor can either make a project easy or hard. And if it's hard, it always ends up costing me money. DDG Construction is easy to work with and they're on top of the details. I can recommend them without reservation. - Mahesh Bhakta, Comfort Inn Suites



Microtel Inn & Suites



La Quinta Inn & Suites

I have been very satisfied with Jai Desai and DDG Construction. This was the first construction project I have been involved in and I had heard all the horror stories before we broke ground. I can honestly say the entire time I felt like we were "on the same side of the table"

with Jai and his project managers. Other than some weather issues there were no surprises, everybody communicated all our expectations were met.

- Pintu Patel,
141 Suites Hotel

May 23, 2008

The first time we got involved with DDG

Construction, was when three veteran business partners decided to purchase a 54,000 sq. ft. office building. Having been involved in design, development and construction for a number of years, I have had the opportunity of working with a number of contractors and construction companies. Needless

to say, we have had some very good, some good and some not so good experiences.

Our experience with DDG Construction was one of the best we have had. Jai Desai of DDG was not only reasonable in costs, but was exceptional in his ability to get things done – on

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DDG CONSTRUCTION

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budget and on time. Even minor changes in our project specifications did not deter him or throw us off course. It is very unlikely to find someone in this business that shows such pride in their work and that quality showed up in the work they did for us. I would be hard-pressed to even consider another company for any of our future projects.

- Kirit Parmar,
President, 3CP

As one of the company's top priorities, it takes a sense of ownership for each and every project it undertakes. Mr. Desai says, "There is a sense of urgency to get involved with all aspects of the project and give the best of what we have to offer on everything small and big. Companies today sadly dive in and out of projects concerned with just the dollar figures involved, thereby bleeding their clients of money and quality materials. Every business' sole purpose is to make a profit, but we never compromise with the quality of our projects and client satisfaction is of paramount

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Hampton Inn & Suites



Hilton Garden Inn

David R. Hambley Builders

David R. Hambley Builders is proud of our relationship with DDG Construction.

(386) 734-2911
rhambley@hotmail.com

DDG CONSTRUCTION

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importance to us.” DDG’s unblemished reputation of delivering quality work has been its core strength.

As Mr. Desai puts it, “Companies often stretch their client’s budgets and timelines

to unacceptable levels but DDG helps its clients in every step of the project with a seamless network of reliable subcontractors and suppliers who contribute in not only delivering a project within the assigned time limit, but also exceeding clients’ expectations.” The quality of work is based off the expectations the company’s clients have for their projects and the stan-



53,000 Sq. Ft. Office Building

dards which it sets for every project based on its nature. “We strive to push ourselves as well as the owners of the projects to not accept sub par work,” Mr. Desai says of the company and

furthermore, “Only by maintaining our unflinching desire of excellence in every single project we undertake, can we hope to sustain our future successes.”

Mr. Desai had this to say in closing, “DDG Construction

strives to be the best at what it does and has an uncompromising ethical code of conduct. In an economy like the one we have today, we continue to grow but we do not want to base our business on just monetary rewards and profit

creation. Most, if not all, of our business comes from referrals. We want to maintain our reputation as we grow and stay firmly rooted in our fundamentals. At the same time we are striving to create a presence on a national level.”



Industrial Warehouse

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DDG Construction

DDG Construction has steadily grown since its inception into becoming a one-stop construction shop for its clients providing the entire range of construction services. We have a successful track record of dealing in mid-scale to heavy commercial construction projects for internationally renowned brand names.



8815 Centre Park Dr., Suite 410, Columbia, MD 21045

Phone: 443.396.0150 • Fax: 443.396.0149

www.ddgconstruction.com