

Three Generations of Success



BALTIMORE CONTRACTORS, INC.

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Since mid-1930's, one general contractor has been at the forefront of the Baltimore construction industry. With such a long history of success, it can be inferred that it was not by accident or luck that this company has been in business for well over seven decades. By instilling confidence in their clientele

through superb attention to every detail of each phase of construction from the initial estimate through purchasing, scheduling, value engineering, cost control, computer management and field supervision to deliver projects on time and within the budget, Baltimore Contractors, Inc. (BCI) has set the bar of excellence for general contractors throughout the region.

Founded in 1935 by Victor Frenkil, Sr. whose company constructed many of the major buildings in the State of Maryland, including the Baltimore Civic Arena;

Garmatz Federal Office Building; Benton Municipal Building; eastern piers of the Chesapeake Bay Bridge; Golden Sands Condominium; Bancroft Hall at U.S. Naval Academy; and numerous buildings at the University of Maryland College Park, including Byrd Stadium and Cole Field House, Baltimore Contractors, Inc. restructured in 2004 and is a Full Service General Contractor/ Construction Manager currently providing diversified services in five "On-Call" programs, as well as typical

competitive and negotiated projects on Design/Build and Bid-Build basis. Currently owned and operated by John Rouse, grandson of the original founder, and Leonard Frenkil, son of the founder, BCI has completed many types of major construction projects throughout the United States including:

- Apartment Houses
- Auditoriums and Racetracks
- Bridges and Tunnels
- Correctional Institutions
- Dormitories and Barracks
- Gymnasiums
- Hospitals

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BWI Tower Glass Replacement — Photo: Kevin Weber

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- Industrial Buildings
- Libraries and Religious Edifices
- Manufacturing
- Office Buildings
- Public Schools and Universities
- Research Laboratories
- Shopping Centers and Department Stores
- Stadiums

- Warehouses and Distribution Centers

By focusing on certain market segments over the past several years, BCI has not only weathered the tough economy, they have found themselves in growth mode, namely through “On-Call” programs, IQC, and task order work. “We started the “On-Call” program at the University of Maryland in 1997 and have been successful through four renewal/re-qualifying periods for a continuous service of over fifteen years,” explains company president John

Rouse. “We have subsequently added four additional programs; Department of General Services IQC, MAA’s Task Order Contract at BWI Airport, Howard County Public Schools, and the Department of Motor Vehicles Task Order Contract. Our current company structure allows us the ability to handle these and other on-call programs as well as competitive bid projects.” With Baltimore Contractors’ long and successful history, they have accumulated volumes of clients. Some include Maryland Aviation Administration, United States

Army Corps of Engineers, Maryland State Highway Administration, and many others.

Certainly a major strength of Baltimore Contractors, Inc. is their team of qualified professionals, who all take great pride in providing outstanding service and a quality product. Perhaps the best example is their estimating department, led by long-time employee Sal Manfre who has been with BCI for over 50 years. Another example is the company Chief Financial Officer who has been at BCI for over 30 years.

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CSX Warehouse Curtis Bay — Photo: Kevin Weber

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“Here at BCI, we take a tremendous amount of pride in giving a level of service that sets us apart,” says John. “Clients know that when they work with us they get a team of professionals that really care what they do. From start to finish, they get the quality they expect because we do whatever it takes to get a job

done correctly, on time and within budget. We simply will not cut corners.” To ensure this level of success on every project, BCI invests in the technology needed for every employee. “All employees at BCI have iPhones and laptops to give and receive up to the minute information which makes everyone and everything more efficient on each project,” continues John.

Without a doubt, the very low turnover rate at BCI plays a major role in their servicing of clients with cohesiveness, longevity and performance. “We have employees stay at

BCI for very long periods of time, sometimes all the way to retirement,” states John. “Our people enjoy working here in part because we believe in building an almost family/team atmosphere. It is important that our staff knows how important they are to our overall success, so we strive to give them a work environment where they can be their best and grow. Besides giving them health insurance, dental insurance, 401k options and liberal paid vacation, we have four events every year outside the office that lets them bond and enjoy themselves.” Past exam-

ples include a company fishing trip, taking everyone to a baseball game, Christmas parties and skiing trips.

Having excellent repeated relationships with their subcontractors is another major asset for BCI. “Every great success story is only as good as the sum of its parts and BCI realizes that the strategic partnership with its subcontractors and suppliers is the key,” explains John. “Having a core group of subs and suppliers means Baltimore Contractors fields a team of experienced and hand-picked professionals,

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University of Maryland Driskell Center — Photo: Baltimore Contractors

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having worked together on other projects, interested in just one goal, client satisfaction. This has proven to be a major reason that we have

flourished, and clients have come to appreciate the team mentality that BCI brings to each project. Our subcontractors and suppliers are

considered family to us, and they have time and again jumped through hoops for us to help solve problems when they arise.”



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Linthicum Elementary School — Photo: Baltimore Contractors



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Perry Hall Middle School — Photo: Baltimore Contractors

PROJECTS

Educational Intitutions – Higher

- University of Maryland - College Park
- University of Maryland –Solomon’s Island
- University of Maryland – Eastern Shore
- St. Johns College, Annapolis, Maryland
- US Naval Academy, Annapolis, Maryland
- Baltimore City Community College
- Coppin State University, Baltimore, Maryland

Educational Institutions – Lower

- Georgetown Elementary School
- Linthicum ES
- Four Seasons ES
- Waugh Chapel ES
- Woodbridge ES
- Chadwick ES
- Sunset ES
- Relay ES
- Brockbridge ES
- Battlegrove ES
- Parkville Middle School
- Frederick Douglas MS
- Garrison MS
- Howard High School
- South River HS
- Talent Development HS

Office Buildings / Industrial Buildings / Retail Buildings

- CSX Bayview Building, Baltimore, Maryland
- Fuller Retail Center, Annapolis, Maryland
- CSX Parts Storage Building, Curtis Bay, Maryland
- NMR imaging Building, College Park, Maryland
- AV Williams Laboratory Building, College Park, Maryland
- CSPAC landscape building, College Park, Maryland

Special Projects

- University of Maryland- On Call Program
- Maryland Aviation Administration- Task Order Contract
- Department of General Service- Indefinite Quantity Contract
- Motor Vehicle Administration-Task Order Contract
- Anne Arundel County Public Schools-Small Projects
- Maryland Port Authority-Dundalk Marine Terminal
- City of Baltimore -On Call Program
- Decaux International
- CSX North America
- Caliper Corporation

Community Buildings

- Annen Woods Community Center, Baltimore, Maryland
- BWI Airport Operations Center, BWI Airport
- Maryland State Police Data Center, Baltimore, Maryland
- Baltimore Harbor Tunnel Administration Renovation, Baltimore, Maryland
- Fleming Community Center, Baltimore, Maryland
- Laplata Armory Window Replacement – Laplata, Maryland
- Assateague Island Roof Replacement, Assateague, Maryland
- Maryland State Police Forensics Lab, Baltimore, Maryland



UMD Atrium



UMD Gymnastics



UMD Chemistry



BWI Airport Back Corridor



BWI Airport Multi Purpose Room



Talent Development High School