



# CASE STUDY

## CFG Bank Arena - Baltimore, MD

In November 2021, **Clark Construction reached out to Joel Linnell, Regional Sales Manager at Precision Doors, with a request to write hardware specifications for the upcoming renovation of the sixty-year-old CFG Bank Arena in Baltimore.** The Arena was set to undergo a major transformation into a modern, multipurpose venue, designed to be a central hub for downtown's west side. As part of the renovation, Clark needed to replace many of the Arena's existing doors and hardware, requiring precise specifications to match the building's original design while upgrading it for a state-of-the-art future.

Joel, in collaboration with ASSA ABLOY, coordinated to secure the necessary products and pricing. He then worked closely with the project estimator to prepare the proposal for submission. **The collaboration was vital in ensuring that Precision Doors could meet the rigorous design and budget requirements of the renovation.**



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- Clark project executive

In March of 2022, Larry Griffin, District Manager for Precision, attended the “Project Previews and Networking for Local Clark Projects” event hosted by Clark Construction. This event was instrumental in furthering the relationship between Precision and Clark executives, deepening their understanding of the project’s scope and requirements. The networking and project insights gained at the event proved invaluable as the team prepared for the upcoming bid.

On bid day, Precision submitted its first proposal, which included design, procurement, (and so on). This included the design, procurement, and installation of doors, frames, and hardware to match the unique specifications of the Arena. Despite the project’s complexity and the fast timeline, Precision Doors was confident in its ability to deliver.

In June, Joel received the exciting news: Precision Doors was awarded the contract. The team now faced a seemingly impossible challenge: to complete the project—ranging from shop drawings to material procurement and installation—by December 2022, with the Arena’s next sporting event slated for February 2023. The team was undeterred by the tight six-month timeline, knowing the importance of the Arena’s reopening.

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Project Manager Michael Lunn took the lead, organizing the effort and ensuring the project stayed on track. His leadership, along with Erich Hyneck and the central detailing team, who completed the detailed shop drawings, was critical in ensuring all aspects of the renovation were meticulously planned and executed. Precision’s ability to coordinate and manage the various moving parts of this high-profile project helped ensure the work was completed on time.

By December 2022, the team had completed the door and hardware installations—well ahead of the scheduled deadline. A few months later, the Clark project executive reached out with praise, noting the exceptional work done by the Precision team. “I can’t thank the Precision team enough for the work they performed on this project. It was one of the most complex doors, frames, and hardware packages I’ve ever encountered—especially with the design time constraints and the challenging condition of the existing doors. There were numerous instances where Mike Lunn and the Precision team went above and beyond to ensure success. It’s safe to say that without Precision, our door completion percentage at substantial completion would not have been anywhere near what it was!”

As a special acknowledgment of the team’s hard work and dedication, fifteen members of the Precision team were invited to a private show at the Arena, celebrating the very first concert event at the newly renovated venue. Earth, Wind & Fire performed on April 6, 2023, marking a historic moment in the Arena’s transformation.

This successful project paved the way for a larger opportunity with Precision Doors—the UMMC Stoler Center for Advanced Medicine—further strengthening the partnership. The success of the CFG Bank Arena renovation highlighted Precision’s ability to meet tight timelines, navigate complex challenges, and deliver exceptional results—building a foundation for continued collaboration on major projects in the future.

The Precision team looks forward to strengthening its partnership with Clark Construction and expanding its portfolio of successful projects together in the years ahead. The CFG Bank Arena renovation serves as a prime example of what can be accomplished through collaboration, dedication, and a relentless commitment to excellence.

