

Las Vegas gamble pays off big for Tooles Contracting

BY ROBERT ANKENY
CRAIN'S DETROIT BUSINESS

Detroit-based **Tooles Contracting Group L.L.C.**, a general contractor and equipment installation company, laid a winning gamble on Las Vegas.

Company clients now include

General Motors Corp., Ford Motor Co., DTE Energy Co. and Federal Express.

"We're closing out work now on a \$7.2 million job at the Monroe power plant for



Tooles

DTE, and also did a \$4.2 million conveyor job there," said Damon Tooles, president and CEO.

Tooles also has diversified his business into Las Vegas from his home base in Detroit, where his company did preconstruction work on **MotorCity Casino**.

The company, established in 2006, had more than 900 percent growth from its first to second year, thanks to the Vegas work.

In September 2006, Tooles opened a fully staffed, licensed and bonded office in Las Vegas and was awarded its first job at **New York/New York** casino. The company grew to a nine-member staff in 2007, with revenue of \$6.8 million.

"For casinos, gaming space represents revenue. We completed work in 96 days on a bid contract that had 193 change orders plus 80 more for esthetics," he said.

The company is working on two projects in Las Vegas with **MGM Mirage's** \$8.4 billion CityCenter, the largest privately financed project in U.S. history.

To increase minority participation, the general contractor, **Perini Building Co.**, implemented several programs to match minority and women-owned businesses with its project management teams.

Under the program, Tooles was

awarded a fire station valued at \$3.4 million. His company also has been awarded a contract for the CityCenter's baggage handling system, valued at \$2.9 million, with engineering scheduled to start next June and to finish in January 2010, Tooles said.

Tooles began his third job for MGM Mirage in March, building a high-limit slot area valued at \$4.1 million, to replace the casino's Big Apple Bar, Tooles said.

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