



Shawmut Design promotes Hiscoe as president

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Shawmut Design and Construction, an \$860 million national construction management firm, has promoted COO, Les Hiscoe, to president. This new role will allow Hiscoe to dedicate his time to providing strategic direction to Shawmut's business lines and maintaining the company's strong financial performance and revenue growth.

"Les has been instrumental in the launch of the New York and Los Angeles offices as well as the creation of the Retail, Hotel, New York Academic, and Sports Venue business lines," said Tom Goemaat, CEO of Shawmut. "2013 was a very strong year for Shawmut, and Les and I are excited about another growth year in all sectors in 2014."

Hiscoe works closely with his specialized teams and has fostered long-standing relationships with many of our high-profile clients. Shawmut represents a who's who list of high-profile clients such as Louis Vuitton, Chanel, Apple, Major League Baseball, Del Frisco's, Harvard University, Yale University and Columbia University, resulting in a 26% revenue increase from last year while maintaining an impressive repeat client ratio of 80%.

"It is an exciting time here at Shawmut. We have grown extensively since I joined the team in 1998, breaking into new markets and expanding our geographic reach nationwide," he said. "We have been committed to developing the best talent in the industry, and none of our success would have been possible without our passionate staff who are committed to achieving our clients' goals, no matter how challenging or complex."

Under Hiscoe's direction, Shawmut opened its first west coast office in Los Angeles in February of 2013. In one year, the west coast office won 53 high-profile projects, including the renovation of Santa Anita Park, multiple restaurant and hospitality projects in Malibu and seven flagships on Rodeo Dr. Hiscoe will continue to oversee the growth of this office which projects a 60% staffing increase for 2014.

Hiscoe is a graduate of the University of New Hampshire, where he received a B.S. in Civil Engineering and is a Registered Professional Engineer. He is also a graduate of the Executive Leadership Institute at MIT's Sloan School of Management, as well as a member of the advisory board for VMSSD, a retail design magazine.

Volunteerism is important to Hiscoe, and he sits on the board of directors for Rebuilding Together NYC, an organization which rebuilds homes for low income, elderly and disabled citizens, most recently in neighborhoods impacted by Hurricane Sandy. He also heads up an ACE Mentor Program group, a mentorship program that works to inspire students to pursue careers in design and construction.