

As Seen In

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## Sachse Construction grows from small college operation to high-profile business

Always an entrepreneurial type, Todd Sachse ran a window-washing business during college in Ann Arbor, grew it into a janitorial service and bought up student rental properties. Then, in 1991, someone asked him to build a seven-unit apartment complex.

“I had absolutely no idea what I was doing,” Sachse, whose name rhymes with “taxi,” recalled recently. “I ended up hiring a superintendent and basically spent 14 months on the job site as his assistant even though he worked for me.”

Jump ahead almost 20 years. Today that entrepreneurial youth is president of Sachse Construction, a \$40-million-a-year business that has nabbed some high-profile jobs.

Sachse’s team did the buildout, or internal office construction, on two of metro Detroit’s most notable jobs lately: the Quicken Loans headquarters space within the Compuware Building and the new Wayne County offices in the Guardian Building.

For Wayne County, Sachse handled the reconstruction of interior space for 16 floors of the Guardian.

“The project came in under budget and on schedule. They did a great job,” said Anthony Parlovecchio, Wayne County’s development officer.

Melissa Price, Quicken Loans’ director of facilities, echoed that.

“Sachse Construction helped us realize our vision of creating for our team members a creative and collaborative work space unlike anything else in Detroit,” Price said. “Our time line was challenging, and Sachse worked tirelessly, at times around the clock, to meet it.”

The construction company shrank a little during the recession, as did virtually all contractors, but today it’s back up to about 45 people from about 38 at the low point a year or so ago. Its revenues remain modest compared with industry leaders like Detroit-based Walbridge, a \$1-billion-a-year firm, but Sachse said he’s working toward \$100 million a year as the economy improves.

The growth started way back with that first small apartment project.

“After that was done, I said, ‘This is great,’” Sachse recalled. “I sold my cleaning companies, and literally rented a 10-by-10 office in somebody else’s company and said to people, ‘Hi, Sachse Construction.’”