



**BUILDING & DEVELOPING CORPORATE  
CULTURE & OUR COMMUNITY**



**SACHSE**  
CONSTRUCTION

**BRODER  
& SACHSE**  
REAL ESTATE

# COMPANY INTRODUCTIONS



- Over 26 years of experience in Construction Management
- Headquartered in Detroit, Michigan
- Over 200 projects completed in Detroit in the last six years
- Contracts exceeding \$500,000,000 in Detroit projects
- Completed more than 3,000,000 square feet of work in Detroit

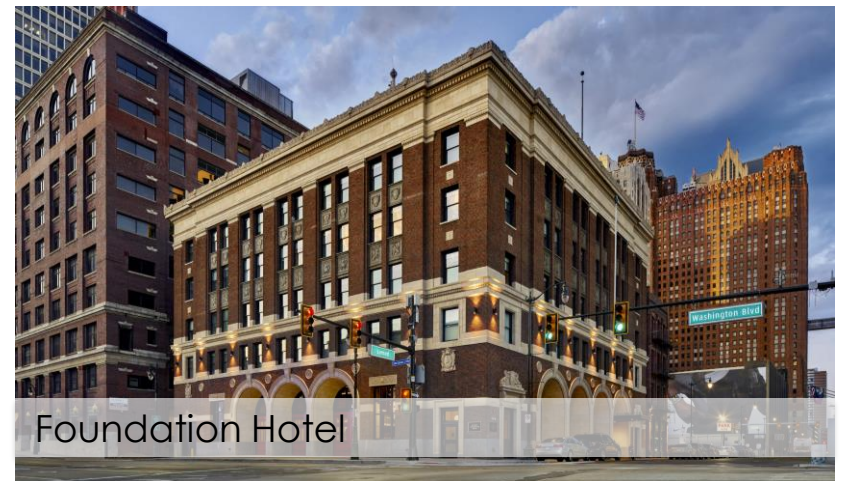
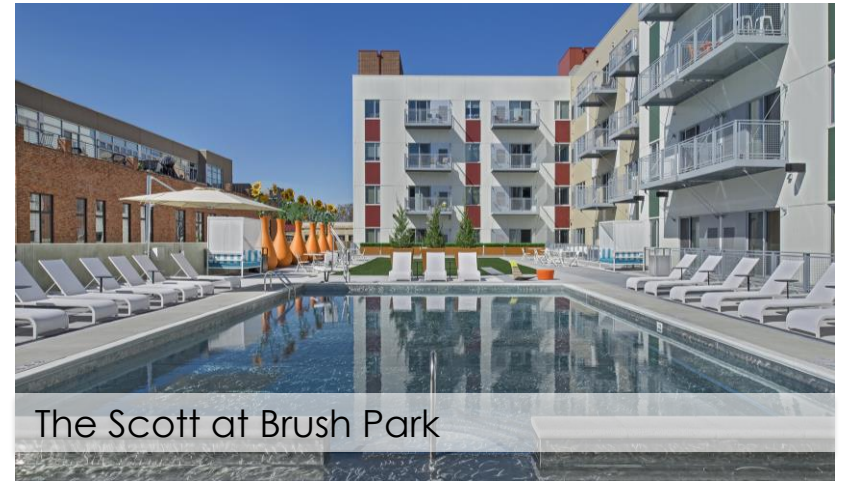


- Over 25 years of real estate experience
- Developments exceeding \$100,000,000 in Detroit
- Over \$150,000,000 in our Detroit development pipeline



# PREVIOUS PROJECTS

- The Scott at Brush Park
- The Albert – Capitol Park
- The Coe at West Village
- Foundation Hotel
- Nike Community Store
- Under Armour
- Quicken Loans World HQ
- Bedrock Detroit HQ
- Fifth Third Bank Detroit HQ



# CURRENT & UPCOMING PROJECTS

- Adient World HQ
- 1515-1519 Woodward
- The Hamilton – Midtown Detroit
- Corktown Lofts





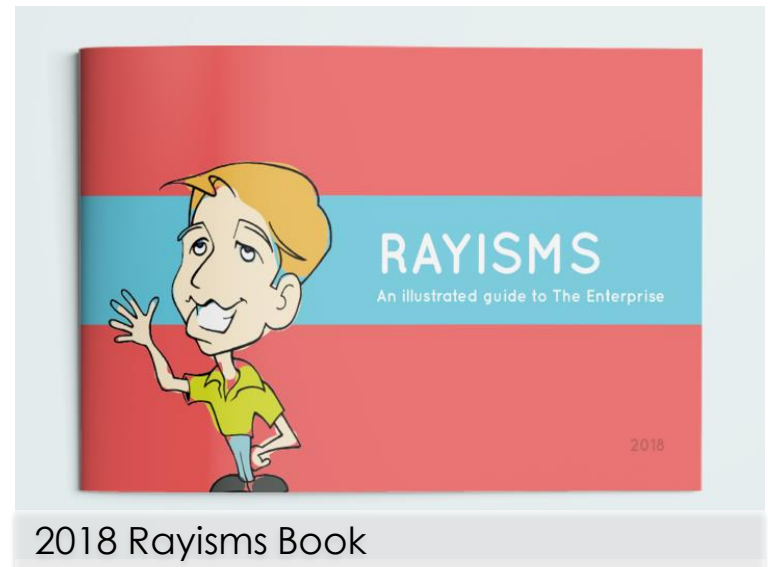
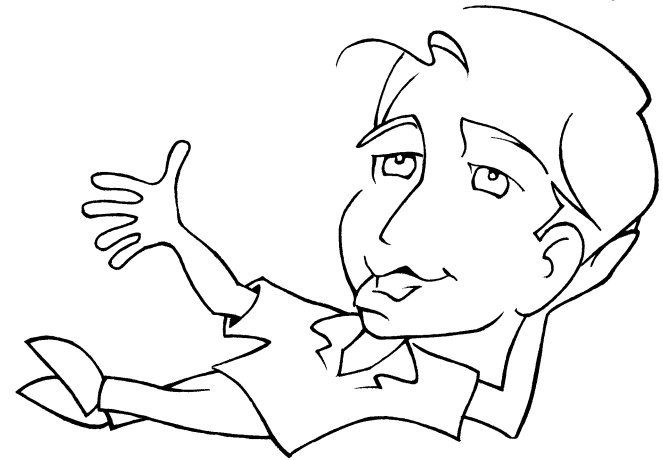
# BUILDING & DEVELOPING CORPORATE CULTURE

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# RAYISMS

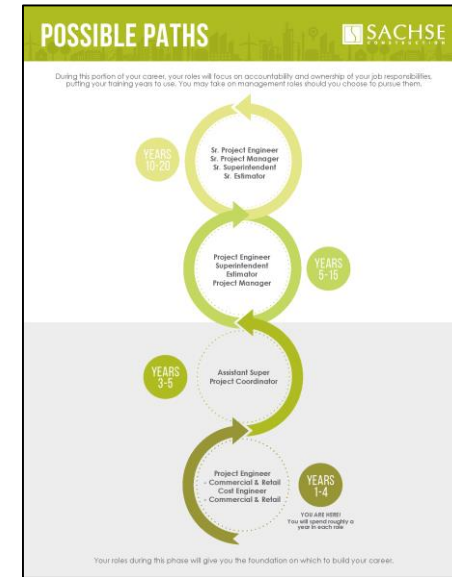
- What are Rayisms?
- Meet Ray Z. Bar
- Our Rayisms
  1. Make a perfect pass
  2. Always do the right thing
  3. Dig deep
  4. If they like the cook, they will like the food
  5. Everyone is a client
  6. Do what you can, when you can
  7. It's the little things
  8. All we have is our reputation
  9. Say yes we can
  10. No done buts
  11. The last 1% is all the client remembers
  12. Big problems were once little problems
  13. Don't hide behind e-mail
  14. Deliver solutions, not problems
  15. The circle of life
  16. It's in the details



2018 Rayisms Book

# TRAINING PROGRAMS

- Individualized Yearly Training Plans
  - Internal Courses
  - External Opportunities
  - 40 Total Hours per Person per Year
  - 10 Hours in Customer Service
- Career Path Development - Determine Team Member's Career Goals
- Reverse Mentoring - Millennials Mentor Baby Boomers





**BUILDING & DEVELOPING  
OUR COMMUNITY**

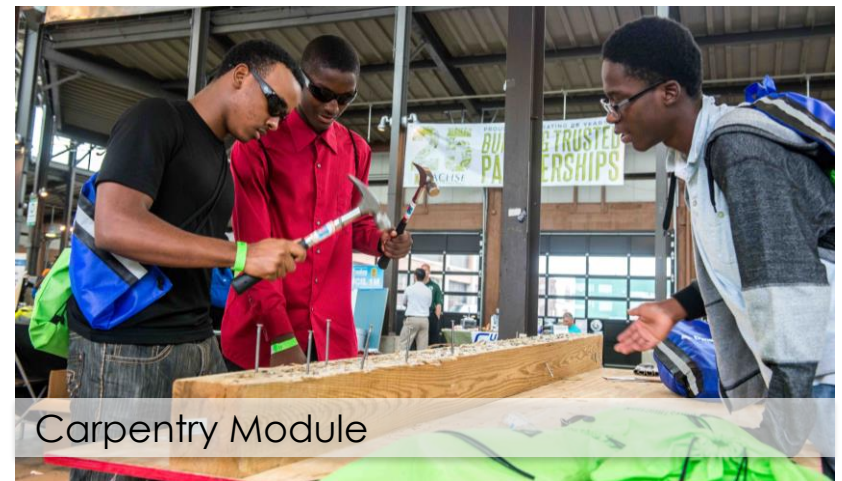
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# CONSTRUCTION ACADEMY

- Career Expo to expose 500 metro Detroit High School Students to the Skilled Trades
- Created to offset the skilled trades shortage
- Participants
  - 39 Trade Partners with Interactive Modules
  - 12 Metro Detroit High Schools
- Students provided with resources for next steps





Questions?

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Thank you!

