



UPWARD BOUNDED

AVINASH RACHMALE ON ENGINEERING CHANGE IN DETROIT

Avinash Rachmale is no stranger to hard work. He has built an engineering company from scratch, with a vision that is ultimately intended to change the city of Detroit.

Rachmale came to Michigan from his native India to attend Wayne State University, where he trained as an engineer. He worked for several years after graduation before starting his own company, Lakeshore Engineering Services – a dynamic company that provides complete construction and infrastructure management services to federal and municipal government agencies worldwide.

His first year in business, revenue was less than \$30,000 and Lakeshore was a two-room, one-man shop. Today, Rachmale leads The Lakeshore Group, an international engineering company with about 300 employees, from a lavish office atop an Albert Kahn-designed building in Detroit's New Center. As for revenue, that's changed a little, too – Lakeshore ended 2008 with \$150 million in revenue and \$250 million in its sights.

In 2009 Rachmale was honored by the SBA with its Champion Award for Entrepreneurial Success. The award is given to a company that started out with government assistance from the SBA, and was able to progress to extraordinary success, growth and profitability. No longer

considered a small company with numerous contracts for U.S. Military Government construction projects, Lakeshore is a notable example of how the SBA has helped developing entrepreneurs to flourish.

When asked about receiving this prestigious award, Rachmale said, "It was a great honor to be invited to The White House. This is the highest honor and recognition someone can get from the SBA and that makes you feel proud. It makes all of the efforts worth it, such as working long hours to build a successful business. This honor means more and bigger opportunities for Lakeshore, and credibility in the federal markets. This also proves that America is a land of opportunity, and SBA programs work to foster entrepreneurs."

And while some would be content with such success and accolades, Rachmale still pushes to expand his growing company. In April of 2010 Lakeshore Engineering Services, Inc. announced the acquisition of TolTest, Inc., thus creating one of the largest Midwest Federal Government and Municipal Contracting Companies, Lakeshore TolTest Corporation, now with a global presence. Rachmale is enthusiastic and optimistic about the combined company's future and says, "This acquisition and merging talents of both companies gives us a bigger presence in the federal arena where we do most of our work. We will be able to offer even better client services because of the synergy that we are creating. We will have the scale, the capacity, the capital, and the people we need to compete and win in the rapidly expanding and cost conscious global market place."

— Rian English

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