



LeChase Construction Services acquires Sano-Rubin Construction Services

May 10, 2022 - Front Section

Albany, NY LeChase Construction Services, LLC, one of the nation's top contractors with 11 offices across the east coast, is expanding its presence in New York's Capital Region. LeChase acquired Sano-Rubin Construction Services, a highly-respected, family-operated firm with more than 100 years' experience managing signature projects in the region. Financial terms of the deal were not disclosed.

"We're extremely proud of what LeChase has built in the Capital Region since opening our office here in 2003. Taking our local presence to the next level has been in our plans, and when the opportunity arose to bring in Sano-Rubin, we jumped at it. With the strength of our combined resources, we will be able to deliver any project, regardless of size or complexity," said William Goodrich, CEO and managing partner of LeChase Construction Services.

This move will allow LeChase to accelerate its plan for long-term growth in the area. While today the firms generate a combined \$125 million in annual revenue from the Capital Region, the addition of Sano-Rubin will allow LeChase to pursue a wider range of projects in its core markets, which include healthcare, education, industrial, multifamily housing, and entertainment and hospitality. These sectors, which also align with Sano-Rubin's experience, present significant growth opportunities in the area.

Additionally, Sano-Rubin's existing clients will benefit from LeChase's centralized capabilities in preconstruction, scheduling, and construction technology.

To ensure the transition is seamless for customers and staff, the local operations will be merged over time. Sano-Rubin will now operate as Sano-Rubin, a Division of LeChase, under leadership of its current president, Dave Hollander. He and the company's 70 employees will continue to serve existing clients from their Delaware Avenue office in Albany. Likewise, LeChase's 50 Capital Region employees will continue to operate from their office in Schenectady, led by LeChase vice president Neil Schiavi. The teams will work together to pursue new business.

"From the start of our talks with LeChase, we zeroed in on our firms' similar cultures — a commitment to safety, community, building partnerships, delivering excellence and developing employees. It was obviously a great fit for our staff and clients, and allows us to extend the family legacy that Sano-Rubin was built upon. I'm excited to see what we'll do together as one team with the resources to pursue new opportunities," said Hollander, president of Sano-Rubin, a Division of

LeChase.

LeChase's notable work in the area includes Mohawk Harbor and projects for BelGioioso Cheese, FAGE USA, University at Albany and GlobalFoundries. Sano-Rubin has completed signature projects for the Albany Institute of History and Art, Fort Orange Club, St. Peter's Hospital, Ellis Hospital, and the College of Saint Rose, among many others.

LeChase annually manages more than \$1 billion in construction across its operations. The firm's previous acquisitions in the state include the New York Metro firm C.W. Brown, Inc. in 2015, the upstate operations of Lendlease Americas in 2016, and Syracuse's Northeast Construction Services in 2010.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540