

Level Construction expands to public sector

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HARWOOD HEIGHTS

The managing partners of Level Construction believe they know the secret of success.

"It's customer service and pricing," Alex Johnson said. "And having a great team."

Johnson and his friends, Mitesh and TJ Patel, created the general construction and construction management firm six years ago.

About a month ago, the company relocated its Chicago office to Harwood Heights. It also has an office in Houston.

Clients include hotels, health care facilities, national chain stores and restaurants, including Erik's Deli in Oak Park.

"We started with a credit card," Johnson said. "Last year we had \$12 million in sales."

The company's growth occurred during one of the worst economic times for the construction industry, Johnson said. He attributed that growth to treating clients as friends with whom the company strives to create long-term relationships.

"Clients are satisfied with the quality, pricing and customer service," Johnson said. "They tend to stay with us."

"And each is client important, whether big or small."

Mike Niemiec, vice president, noted making sure clients are satisfied is easier in the long run.

"It takes less energy to do a job well," he said, "and you get references."

Johnson stands by that theory.

"If we do 150 jobs, I would give a new client 150 references," he said. "If person one says we didn't do a good job, I would say, 'Don't hire us.'"

Johnson credited the company's 25 employees and numerous subcontractors for delivering quality service.

"They're a great team," he said. "Let them prosper along with the company."



Vice President Mike Niemiec (right) and Managing Partner Alex Johnson at Level Construction Company in Harwood Heights. | **JOEL LERNER**-Sun-Times Media

"Now we're working on the next phase — Level Infrastructure," Johnson said. "The focus will be on jobs such as streets, sewers, bridges."

The move to Harwood Heights will ease that expansion. The new facility has office staff and construction crew members under one roof, Johnson

lot of time together at work, and we want to make sure all do well."

Moving to Harwood Heights was a carefully thought-out decision.

"I did my research," Johnson said. "Harwood Heights is in the middle of everything — Chicago,