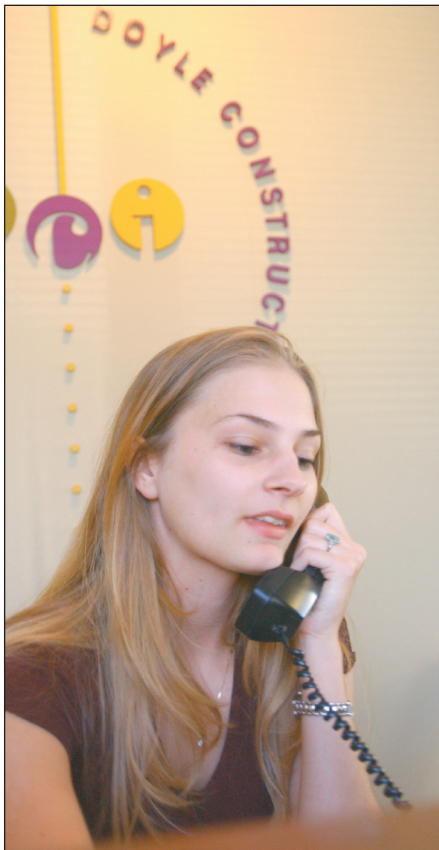


## DOYLE: Tenant improvement firm expands its business in commercial sector

sions, big and small,” he says. “This is very much a people-oriented business, and I think that personal touch makes a difference.”

DCI was responsible for reconfiguring the interiors of several commercial buildings for CB Richard Ellis, says Jennifer Wienholz, real estate manager for the company. “I am [also] a regular caller to their service department when I have emergency repairs, such as when a mainline pipe broke at one of my properties causing my tenants to have no water.” DCI’s service manager was there within the hour trouble-shooting the problem, she says.

“Doyle is the most responsive contractor I have ever worked with in my [10-year] property management career,” Wienholz says. “What sets [the company] apart is that they really care about the projects they are doing for you. [They] are conscientious and show pride of work with the projects and service calls they handle for me.”



DENNIS G. HENDRICKS

**ASSISTANT JESSICA BROWN** takes a call at DCI.

While the bulk of DCI’s clients are in the commercial arena, Mr. Doyle says the firm may branch out into residential properties in the next few years. He is also considering work with clients in Sacramento and Stockton, as well as some out-of-state customers in Texas and Indiana.

**SUSAN ASHWORTH** is a freelance writer based in the East Bay.

## David Doyle: Leading with small-town ideals

David Doyle embraces the stereotype without reservation — a quiet determination and strong moral character that most people assume simply comes from being a native Midwesterner.

All Mr. Doyle will say for certain is that it was his own desire to do things differently — to serve clients in a more open, honest way than he’d be able to do while working for a big firm — that led him to open his own business in 2002.

His company, Doyle Construction Inc., is now ranked among the fastest growing private companies in Silicon Valley, a fact that Mr. Doyle attributes to the people-focused style and individual attention that he tries to give to his clients.

Construction is in his genes. His grandfather, father and uncles owned a hardware store and remodeling business in his small hometown of Loogootee, Ind. Two weeks after graduating from Michigan State University with a degree in building construction management, Mr. Doyle left for California. A sister who was in the interior design business put him in touch with several local construction firms, and the real estate bug bit. Mr. Doyle landed a job, and he has been in the business ever since, working for various residen-

tial and general construction firms for the past 20 years.

In 2002 he thought it was time for a change. “I always wanted to be on my own,” he says. “But it was a terrible time to start a new business,” he says with a laugh. “People asked me ‘are you crazy?’”

Mr. Doyle’s primary goal was to support his family, including his wife, Anita, and their two children. But slowly, business began to grow, strangely enough, by word of mouth alone. “We hadn’t done any advertising or marketing at all,” he said.

The company’s success also came from Mr. Doyle’s involvement with the Aji Network, an educational program that spurs discourse on business issues.

“It helped me think and plan for the company’s future by focusing on, among other things, listening to others, trying to hear what they are, and what they are not, saying with their words,” he says.

Mr. Doyle also does volunteer work with the chambers of commerce in Fremont, Union City and Menlo Park, and serves on the board of Jeremiah’s Promise, which provides support for foster children after they’ve reached the age of 18.

– Susan Ashworth