

## Building a Legacy of Quality Work

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# BURKHART BROTHERS

*Construction*

Throughout Orange County's Gold Coast, you see homes that bear the unique stamp of Burkhart Brothers Construction. To Bryan and Mark Burkhart, these are not just homes, they are monuments to the Burkhart name and a legacy of quality work built on trust, integrity, commitment and excellence.

"Mark and I think about this a lot," says Bryan. "Our father was a guy who came from a small town in West Virginia. He had two kids, worked at Boeing full time and went to college at night. We didn't grow up with cleaning ladies, gardeners or contractors — those are the jobs we did growing up."

Both Bryan and Mark are graduates of USC's prestigious Marshall School of Business and worked their way through college. From there, the brothers each went

on to successful careers in their chosen fields. After his military service, Bryan ran a wine import and distribution company, where he supplied the finest restaurants and sommeliers in the country. Mark's expertise in tech, IT and accounting took him to Hong Kong, where he acquired invaluable insights into international trade.

Over time, the two began building and selling spec homes together, and when the market crashed in 2008, they began doing projects for other people in order to keep their crew working. "That's when the company started to expand from an investment vehicle to a contracting business," Bryan explains.



Bryan and Mark bring their expertise from past enterprises to Burkhart Brothers Construction, skills that make it possible to turn each client's vision into a reality. Two junior partners add their skills to the mix with extensive experience in building and accounting. The company focuses on three niche markets in coastal Orange County: high-end custom homes; spec homes for other developers; and major remodels. Bryan emphasizes that no project is too challenging, be it in a cramped space, on the sand, water or cliffs. "We'll work anywhere if the project is meaningful enough. The challenge is what makes it fun."

The brothers agree that one of their most defining assets is their people. Their team of 30+ professionals includes long-term employees who have been with the company from the start, former military personnel and seasoned superintendents. Inside the familial culture, people of varied ages and skills work together and learn from one another while cooperating to reach client objectives. "Our clients have a superintendent working with them through the entire project, and whether they are building or remodeling a home, they also have a project manager," Mark says. "This person is their go-to for everything from picking out tile to making sure the project comes in on budget."

"We provide a whole team," Bryan adds. "The superintendent has the knowledge to build the home right, the project manager has the patience and attention to detail to make sure the client's expectations are met or exceeded at the end of the project."

The company's relationships with its subcontractors are also critical. Bryan continues, "Without them showing up every day, we could not do what we do. We use primarily small family companies who have their name on the line as well. But we have enough guys in house that if we have to self perform to keep the ball rolling, we can do it. There are always issues after the job is done, and we have the ability to service them. One employees whole job is to run warranty."

The Burkhart team takes each project from concept

to completion, beginning with an existing architect or a trusted professional from their network. From there, they walk each client through the preliminary steps of budgeting, bids and permitting. Next, they oversee sub-contractors and keep each project on schedule and on budget. Once the vision is complete, the team executes a final punch list and ensures that everything meets with the client's approval. With this winning formula, the company has grown year over year, and today is recognized among the top 10 percent of contractors in the area.

Clients are quick to recommend Burkhart Brothers to others. One stated: "I have never experienced a contractor that is more honest, professional and reliable, I was recommended to the Burkhart Brothers by two people that previously used them in Newport Beach. All of the guys that worked on our house were friendly and conscientious. It is obvious they take pride in their work and have great working relationships with their sub-contractors. Highly, highly recommend this company if you need a competent contractor!"

Bryan and Mark want the Burkhart name to be remembered well in Orange County for generations to come. "We live in the area we serve, and we run into our customers all the time," Mark says. "I get great pleasure from driving around seeing our job sites in process and the ones we've finished. It's neat to see something you've built being enjoyed. Our name and what it represents to people is the most important thing to us."

"We know that a home is personal to people," Bryan says. "It's where they live and raise their kids. It's a big deal, and it's our privilege to be part of it."

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