

Orange Coast

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GOLD COAST KINGS

WHEN IT COMES TO BUILDING
LUXURY HOMES, BRYAN AND
MARK BURKHART HAVE A
SOLID FOUNDATION.



PLUS: HOLIDAY HAPPENINGS AND
BACCARAT'S SPARKLING SALUTE
TO THE SEASON!

STRONG FOUNDATIONS



OPBORGBROTHERS



*The building blocks
for Bryan and Mark
Burkhart's thriving career
came together long before
they began constructing
luxury custom homes
along O.C.'s gold coast.*

by **CHELSEA RAINERI**

If you've driven

through Newport Beach, Laguna Beach, Dana Point, or San Clemente—what the owners of Burkhart Brothers Construction refer to as Orange County's "gold coast"—you've likely come across a home that was built by Bryan and Mark Burkhart. The brothers create stunning properties that are equipped with top-notch technology (such as lights along baseboards that illuminate when the doorbell is rung) for an impressive list of clients that run the gamut from business leaders to race car drivers and billionaires.

While the path to starting their business wasn't linear, hard work had been ingrained in Bryan and Mark from a young age. "We were used to just doing things ourselves," Mark says. "We didn't go out and hire someone to do something; we just did it." The brothers recall digging ditches, cleaning windows, and putting together their motorcycles before they turned 13 years old. "I remember we were living in a house and our dad was like, 'I wonder what it would be like if we took this wall down' ... I was probably 10 or so at the time and he was like, 'Go into the garage and get some hammers,'" Mark says. "By the end of the weekend, we had everything down and were putting things back together."



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—MARK BURKHART

Mark attended USC, graduating with a degree in international finance and information technology, and worked at their dad's company, where he set up accounting systems. In the decade he worked there, he helped open 10 locations throughout Asia.

After transitioning out of the military, Bryan also attended USC and graduated with a degree in international finance, investing, banking, and economics. He came to open a wine company, eventually selling it. He was 35 years old, and it was the same year their father died. “It just ended up that we had to do something, and we fell into buying and selling properties, and fixing them up,” Bryan says.

The brothers started fixing homes with their own hands—profiting \$1 million in several cases. When the 2008 recession hit, a project they had been working on lost \$250,000. “At the time, we had some other employees, and one of the things

our dad instilled into us was not to throw people away,” Bryan says. “We decided to start building for other people, and that (became) Burkhart Brothers Construction.” In addition to custom homes, the company also does whole house remodels. They tear the home down to the studs and redo the plumbing, electrical, and HVAC. They also do additions. “When we first started, we were doing bathrooms and kitchens, and we had three employees,” Mark says. “We have about 80 employees now, and we've learned a lot along the way. Anyone who says they haven't made mistakes means they've never gotten better.” Today, Bryan can often be found on the job site working with clients on the design process while Mark is in the office running the back end of the business.

Clients of the Burkhart brothers can expect quality customer service—not only can they use an app that Mark customized to see the progress



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COURTESY OF BURKHART BROTHERS. PORTRAIT BY IRVIN RIVERA



that's being made, bills they owe, and more, but they can also experience Bryan's cooking during meetings in their state-of-the-art office space, which boasts a wine cellar, full bar, and kitchen. Because both brothers travel to Europe on a yearly basis, they're able to have a better understanding of their customers' wants and needs, as European styles are commonly requested. "We have to understand how our customers are going to want to use the space that they're in, and we can relate to them because we're doing a lot of the same things," says Mark (pictured right).

Currently, Burkhart Brothers Construction is working on several homes with Skysail Coastal Development after having fostered a friendship with Drew D'Angelo,

a Realtor and developer. They've worked on 15 homes and counting, and have become Skysail's go-to builders. "Every single job has a much more improved minimum standard—a window that is see-through, and you push a button, and it turns white; built-in items that haven't been done a lot, and we figure out how to make it work," Bryan says.

But what truly sets Burkhart Brothers Construction apart is its ability to create relationships with its clients. "Contractors in the past have gotten a bad reputation, and maybe it was earned for trying to take advantage of people," Mark says. "But that's not who we are. We have to feel good about what we do; we're building homes for our neighbors." **OC**