

BYD Auto – Downtown Los Angeles

Public/Private & Project Management Case Study

Challenge

BYD, a Chinese Battery, Auto, Bus and Lighting Manufacturer, embarked on an ambitious plan to distribute their products in the US market. BYD was enticed to come to Los Angeles by an array of public funds and incentives. Their goals included the construction of their US corporate headquarters including a R&D site, public showroom, and dealer management offices in a 50,000 SF building in Los Angeles. BYD chose a location with excellent potential, however the building was 100 years old. All the plumbing and electrical had been stripped, it had been unoccupied for 14 years, had several open holes the roof, was partially flooded, and was extremely dilapidated.

Solution

In support of BYD's pursuit of the lowest cost building options, Jack Kozakar evaluated buildings, construction challenges, construction costs, labor analysis, tax incentives, governmental incentives, landlord cost participation and projected timelines. Jack provided full range Project Management including reporting to remote management, building selection, due diligence, project planning, private contract negotiations, public contract negotiations, RFP process management, team selection, entitlement management, public funding management, value engineering and construction management. Jack implemented a cost oriented project delivery approach, selecting a regional architect with strong experience in China, utilizing contractor support during the design phase to define costs, completing multiple public bidding to get the project price down, and post bid negotiations to further reduce costs.

Results

Jack Kozakar delivered the project significantly under budget, and ahead of schedule allowing BYD's grand opening to go off without a hitch. Jack guided BYD in overcoming every challenge related to US regulations, and oversaw getting their lighting products UL rated and installed in the building. Jack increased the overall square footage of the building by 12,000 SF by adding a mezzanine and matching rooftop equipment platform. Jack was key in adding to the LA skyline a massive 30 foot tall BYD sign facing the busy I-10 Freeway, the only sign of its kind in Los Angeles. Among other notable accomplishments construction of the customer showroom in a new age art deco style that rivals any 1920s theater. Jack's greatest success was to merge BYD's Chinese business culture into a 100-year old building with amazing success.



Project Profile

Square Footage:	62,000 SF
Design and Const.:	\$5,325,000
Project Duration:	16 months
Financial Savings -	\$1,050,000
RFP Process and Re-bid, Value Engineering, Contractor & Subcontractor Negotiations	

Project Savings over PM fees: 24x

Services Provided

- Reporting to Overseas Executives
- Building Selection
- Due Diligence
- Project Planning
- Private Contract Negotiations
- Public Contract Negotiations
- Government Relations
- UL Certification Oversight
- RFP Process Management
- Team Selection
- Entitlement Management
- Public Funding Management
- Value Engineering
- Construction Management

For more information, contact

Jack Kozakar
+ 1 213 215 3605
jack@johnmarkre.com

