

Earl Owen Company Case Study

Since the early 1950s, the Earl Owen Company has grown their business from a single small shop to owning/occupying 5-buildings south of Baylor Hospital in Dallas, Texas. After 52 years in Dallas, Earl Owen Company determined it was in their best interest to consolidate their operations into a single 150,000 SF office/warehouse building located in Carrollton, Texas. During the acquisition phase, Westerhaus Management (WM) performed a Building Condition Assessment on the existing 150,000 SF office/warehouse building. WM marketed Design and Construction Management Services to the Earl Owen Company, but the project Architect of Record lobbied effectively to Earl Owen Company against teaming with a Project Management firm. Halfway through construction, Earl Owen Company was in fear of missing their move-in date and they were also burdened with an inordinate amount of open Change Requests. Halfway through construction, Earl Owen Company hired WM to negotiate and manage existing and future Change Requests and expedite construction so their move-in deadline could be maintained.

Project Management Services included the following:

- Building Condition Assessment
- Construction Management
- Change Request management and negotiation
- Project Close-out

Highlights of WM for the Earl Owen Company Project include the following:

- Performed a Building Condition Assessment during the acquisition phase and identified deficient items totaling \$324,000.
- Negotiated reductions to outstanding and new Change Requests. Negotiated Change Request savings which exceeded our Project Management Fee for this assignment.
- Developed novel solutions to issues and problems as they developed during the construction process.
- Provided timely direction to the Client and Contractor as field issues developed.
- WM was instrumental in securing the move-in date for Earl Owen Company.





"Renovating an existing building can be tough, and this project was no exception. Your leadership and acumen really helped all sides of the team. You pushed for answers we needed to finish the project on – time, helped the owner with the process, and helped facilitate a successful project for all parties involved.

I do hope we do have the opportunity to work together again soon. It is very refreshing to work with a professional who sees all sides of the process, as well as being fair and reasonable."

Kirk L. Kibler
Chief Executive Officer
W.B. Kibler Construction Company, LTD