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USBuildersReview

Bringing the night to life in
Los Angeles and beyond

DLD Contractors Inc.



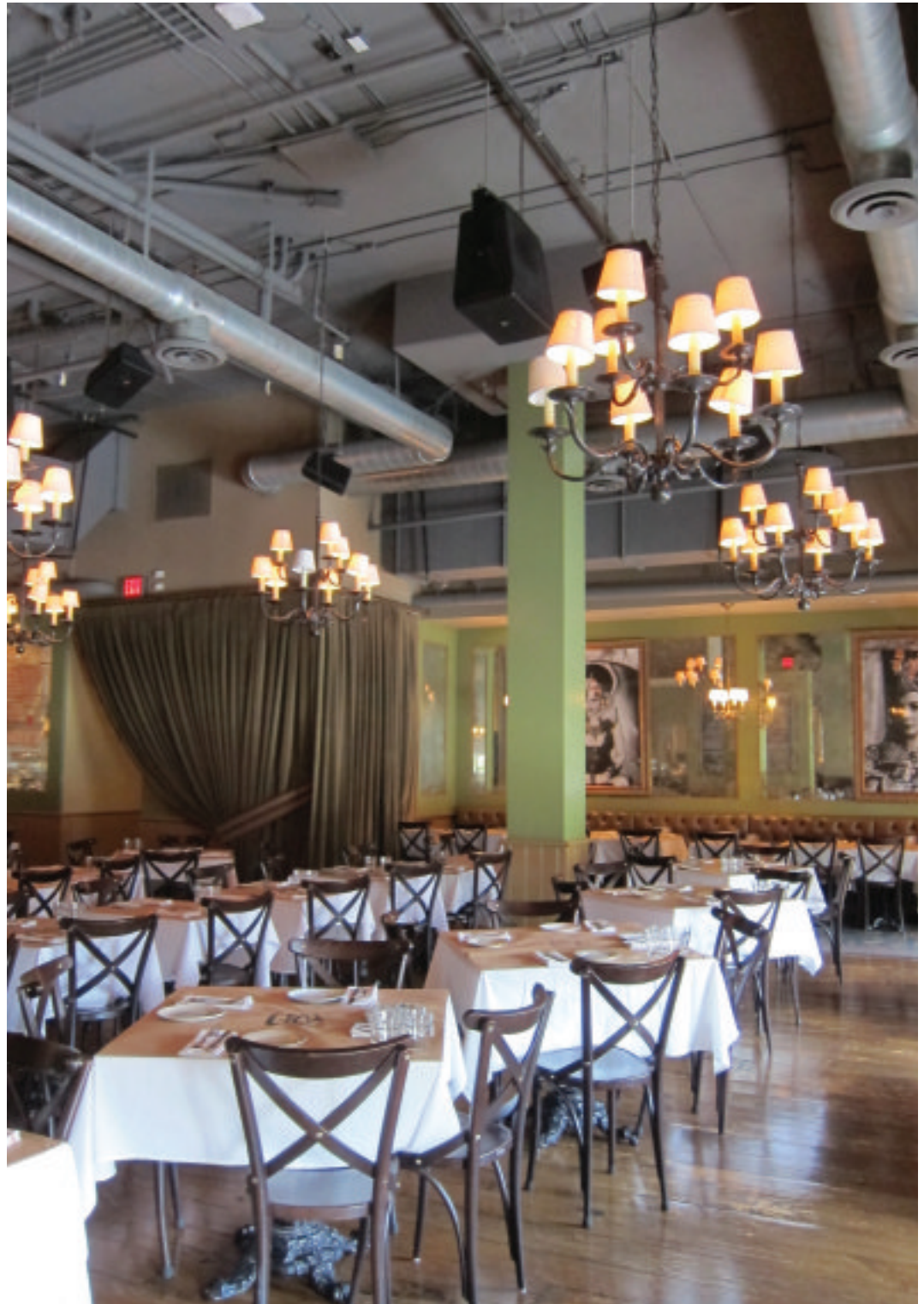
Bringing the night to life in Los Angeles and beyond

Produced by Caitlin Mugford & Written by Molly Shaw

When the sun goes down on Los Angeles' famed Sunset Boulevard, DLD Contractors Inc.'s (DLD) work comes to life. Since 1989, the commercial contracting company has helped create some of the city's finest nightclubs, entertainment venues and custom, high-end restaurants. "DLD is capable of delivering a state-of-the-art, customized, value-engineered project for any client's liking," details Pete Davis, founder and CEO of DLD. "We work with high-profile clients, producing a special environment for their specific needs."

Davis established DLD 25 years ago when he decided it was time for a career change. "I was tired of working in warehouses and wanted to work outside more," he recalls. "I've always had a knack for design. I can visualize plans before they're concrete; give me a set of blueprints and I already see what needs to be done and I can coordinate everything from then on."

DLD started out in the residential realm but slowly began to transition to the commercial market by 1994. "For a long time I worked



with homeowners but I wanted to take it to the next level and work with professionals in the commercial industry,” recounts Davis.

Building a base on trust and professional business relationships

Today, based in downtown Los Angeles, DLD serves a range of clients in the hospitality and commercial sector, including some of the area’s most popular nightclubs to commercial offices and distinct restaurant space. “I started to merge into new markets in one of the worst economic situations this country has ever seen and we’ve pulled through and are now growing faster than ever,” reveals Davis. “DLD is continuing to diversify into the hotel and apartment sector and expanding into markets in Nevada, as well.”

By building client trust and confidence, DLD has been able to expand in a less than favorable economy. “My clients are firm believers in trust,” ensures Davis. “I have found that’s the most important aspect... they trust in us to be there and to perform.”



In addition to trust is open cost sharing. “DLD is not in the highest range when it comes to costs but nor do we operate at the lowest,” explains Davis. “We have found our home by being in the middle. We are able to do this by having good relationships with our suppliers and subcontractors.”

One of DLD’s prime subcontractors is West Coast Landscape Management LLC (WCL). “We do all of the landscaping for any property DLD works on, from the installation of plants to pots and fountains,” details Andrew Vilchez of WCL. “We even do exterior tile work and irrigation. We come in at the end of a job when DLD’s work is nearly done and add that final special touch.”

A trusted reputation has allowed DLD to attain long-standing clients. “My repeat clients consist of the top 10 percent of money makers,” reveals Davis. “I’ve been blessed with an ability to deliver trust and amazing performance. I give them the security they expect when it comes to their most exclusive projects.”

Davis says DLD would not be where the company is now without the help of key business partnerships and subcontractors. “I’m very grateful for the people around me and the clientele DLD has built,” he shares. “They are what have truly made DLD so successful, along with my employees that help us grow.”

East Coast meets L.A.



DLD has formed an exclusive relationship with one leading hospitality and entertainment company, SBE, as well as its visionary CEO Sam Nazarian. As a global development company, SBE delivers meaningful cultural experiences in some of the world's finest, award-winning hotels, casinos, residences, restaurants and night life destinations.

"DLD was the first contractor to stay on board with SBE for more than one project," reveals Davis. "Before us, SBE went through several other contractors."

In 2010, DLD and SBE joined forces to launch The Colony, a 13,000-square-foot Hollywood hot spot. Situated on trendy Cahuenga Boulevard, The Colony melds indoor and outdoor space with a beachy East Coast vibe.

SBE and DLD combined to bring the feel of the Hamptons to Hollywood, something a little different from the usual L.A. scene and a non-pretentious, barefoot-chic, casual setting. The club encourages visitors to literally take their shoes off and dance on the table.

The team salvaged distressed barn wood to add to

the beach-boardwalk design, also creating furniture out of distressed wood and aged steel to help foster the desired aesthetic. From cabanas on the patio to a structure reminiscent of a lifeguard stand near the main entrance and an exterior featuring sand dunes and beach grass, the design and construction team brought the beach to downtown.

DLD has also been a major player in the development of SBE's acclaimed Gladstone's restaurant at the corner of Sunset Boulevard and the Pacific Coast Highway. "We're also working on Katsuya, a high-end Japanese restaurant," details Davis. "However, the next exciting opportunity is outside of L.A. We're gearing up for a multitude of projects with SBE on the Las Vegas Strip."

Sticking to what's right

According to Davis, with great success comes great responsibility. "I continued to build a company in one of the worst economies this country has gone through and we're expecting to double and even triple in growth in coming years," he reveals. "We made it through the cycle and for that I thank God. I'm truly blessed and I try really hard to stay humble. I go to work every day to help my family and the many people who work for me that I consider my family. Everyone needs someone to support them and I consider that as my biggest responsibility."

Davis says DLD gets through by sticking to a philosophy doing what is appropriate and right. "I do what I believe to be true and it has worked out for us most of the time," he explains. "Working to protect my clients and my employees; the economic situation is looking up and we've made it through thanks to our integrity and service."

Not only has DLD merely made it through the recession, the company is expanding into Nevada and the residential apartment, office space and tenant improvement markets. "We're heading out to Las Vegas upon one of our client's request," reveals Davis. "Dreams do happen. Dreams do come true. Believe in God and never let someone tell you 'No, you can't do that.'"

DLD Contractors Inc. looks forward to unpredicted growth by building trust and key business partnerships, continuing to light up the night. •

COMPANY AT A GLANCE

ESTABLISHED : 1987

CEO : PETE DAVIS

EMPLOYEES : 30

WWW.DLDCONTRACTORS.COM





DLD CONTRACTORS INC.

440 W Cypress St
Glendale, CA 91204
United States

WWW.DLDCONTRACTORS.COM