

## Andrew Clark

President, Southern California

“I’ve always approached construction with an entrepreneurial mindset—finding creative ways to build smarter, push boundaries, and create lasting value. It’s not just about delivering a project; it’s about rethinking how we build and making an impact.”

**Andrew Clark’s journey in construction began in 1997 with a summer job as a laborer**—a hands-on experience that ignited his passion for building and development. This early exposure set the foundation for a dynamic career marked by entrepreneurial thinking, leadership, and a deep understanding of construction at every level.

After earning a **BA in Business Administration from Virginia Wesleyan College**, Andrew quickly advanced in the industry. He joined Webcor Builders’ operations, where his drive and problem-solving mindset quickly propelled him into key leadership roles. He was at the forefront of leveraging Chinese fabrication and procurement for Webcor’s self-perform concrete formwork division, venturing into the market well before it was widely recognized or established helping shape early international sourcing strategies. During his tenure, he also managed multimillion-dollar projects across hospitality, education, commercial office, retail, and residential sectors—including iconic San Francisco landmarks such as the retrofit of the Omni Hotel and San Francisco Ferry Building and the relocation of the California Academy of Sciences.

Recognizing the value of a broader real estate perspective, Andrew paused his career to pursue a **Master of Real Estate Development at the University of Southern California, graduating with Program Honors and Honors in Finance**. This academic experience deepened his expertise in finance, investment strategy, and large-scale urban development.



He then joined **The Howard Hughes Corporation**, where he played a critical role in multimillion-dollar urban development initiatives across California, Louisiana, Nevada, and Hawaii. His work spanned complex master-planned communities, commercial developments, and program management, where he led entitlement negotiations, design coordination, and strategic planning efforts.

Beyond his work in large-scale commercial projects, Andrew also **co-founded a full-service student housing development company**, where he developed a Class A student housing portfolio featuring some of the most desirable units at USC. Through a focus on innovation, design, and customer experience, he created significant value across the portfolio while maintaining high occupancy rates and premium market positioning.

Since 2019 Andrew has served as **President of Southern California for Build Group**, leading the division’s high-profile projects, including Destination Crenshaw Argyle House, the W Hotel Renovation, West LA Veteran’s Housing, and Shoreline Gateway, among others. Under his leadership, the Southern California team continues to expand its capabilities and market presence, including spearheading Build Group’s entry into Mexico. With a hands-on leadership style and a deep appreciation for craftsmanship, Andrew remains committed to delivering exceptional results while fostering a culture of collaboration and innovation.