



GREEN BUSINESS QUARTERLY

WINTER 2009
GREEN BUILDING ISSUE

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WORKING WITH CLIENTS TO MEET LEED CERTIFICATION GOALS



LATHROP CONSTRUCTION ASSOCIATES, INC.

WORKING WITH CLIENTS TO MEET LEED
CERTIFICATION GOALS

by Grace Baker

WELL KNOWN AND WELL RESPECTED in the San Francisco Bay area, the Lathrop name is attached to nearly \$2.5 billion in completed construction work. Founded by F.P. Lathrop in 1951, Lathrop Construction Associates, Inc., is the successor company to F.P. Lathrop Construction Company, and was formed in the 1980s in response to Lathrop's offer to his employees. Among the many major projects in the company's portfolio are: the North Terminal of San Francisco Airport; Pacific Park Plaza and Watergate Office and Towers, both in Emeryville, CA; the US Postal Facility in San Jose, CA; and two buildings at Lawrence Livermore

A general contracting firm working primarily in the institutional, commercial, and industrial building fields, Lathrop Construction Associates takes on eight to ten major building projects each year ranging in volume from \$20 to \$130 million. In 2007, company sales reached \$107 million, and according to Lathrop vice president David Piper, expectations are that sales will reach \$112 million in 2008.

The company also has a strong presence in the college and university landscape in its region evidenced by its work on numerous projects at various schools, as well as the campuses of the California State University, University of



Previous page: Mt. Zion Research Facility, San Francisco, CA.
Left: Davis Junior High School, Davis, CA
Center: Mission College Science & Technology Complex, Santa Clara, CA.
Right: Pittsburg Civic Center, Pittsburg, CA.

California, and San Francisco State and Stanford Universities. In fact, at least eight new school or college buildings in the San Francisco Bay and San Fernando Valley areas of California are either completed, or soon to be completed, by Lathrop Construction.

Lathrop Construction has an advantage over its competitors in that it possesses vast experience in the educational building industry, which experience includes dealing with the Division of the State Architect, and architects who are specialists in school design. Lathrop Construction's expertise also extends into the deferred approval process, the time lines required for dealing with the State of California, and dealing with inspections by the Division of the State Architect (DSA).

With its strong position in the educational building market, the Benicia, CA-based company is also moving steadily

toward helping its clients meet the challenges of green building initiatives and LEED certification. Piper explains, "While the company is involved early in the planning of many projects, most are secured via 'hard bid,' so details and specifications are determined ahead of the construction phase."

Company president, Rick Martellaro, adds, "Though we were not the first, we were one of the first to see how our industry was headed, so in 2007 we joined the USGBC. Our clients have been leading us, with LEED certification included in more and more specs. In addition to helping our clients meet certification requirements, we are changing the way we build by doing such things as paying more attention to the products we choose, and maximizing use of recyclable and sustainable materials."

Just completed by Lathrop Construction

“Our company has always been known for its dedicated staff of qualified and experienced professionals, and personnel who are strongly committed to doing quality work.” *Rick Martellaro, President*

for the 2008 academic year is a \$24 million project for the nearly 124,000-square-foot, California State University East Bay student dormitory. An approximately 100,000-square-foot \$33 million administration building at the University East Bay Howard Campus is slated for completion in 2009.

Additionally, the \$130 million American Canyon High School project, begun recently by Lathrop Construction, is designated a California High Performance School (CHPS) project, and is being built to meet the requirements of that collaborative. The collaborative has its own system and requirements for

designation credits, and among its goals is to build schools that reduce operating energy and water costs, and environmental impact.

With 75 permanent employees, Lathrop Construction also works with a roster of dependable and expert subcontractors. Each building project has a project manager who is responsible for that project from inception to completion. Clients count on the fact that the company has not only the capabilities, but also the resources to provide completed projects. Among those resources are supervision; material procurement and centralized purchasing; necessary equipment;

LATHROP CONSTRUCTION
ASSOCIATES, INC. AT A GLANCE

LOCATION: Benicia, CA

AREA OF SPECIALTY:
General construction

ANNUAL SALES IN 2007:
\$107 million

PROJECTED SALES IN 2008:
\$112 million

EMPLOYEES: 75

**LATHROP
CONSTRUCTION
ASSOCIATES, INC.**

assurance of safety; quality control; specialized self-perform work; and labor relations expertise and experience.

To maintain control over certain parts of a project Lathrop Construction prefers to have its own personnel do work such as layout, structural excavation forming, placing, and pouring of foundations, structural concrete and site concrete, wood framing, finish carpentry, installation of doors and hardware, and specialty items. Since they are considered critical to the successful project completion, Lathrop self-performs all the general condition requirements.

"Our company has always been known for its dedicated staff of qualified and experienced professionals and personnel who are all strongly committed to doing quality work. Our management team members average more than 30 years with the company, and our other employees have been with us almost as long," says Martellaro. GBQ

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*For over fifty years,
the Lathrop name has stood
for honesty and integrity.
Our success is a result of our
commitment to those principles.
With this philosophy, we have
found that lasting relationships
are built along with projects.*



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