

MELCHIORI CONSTRUCTION COMPANY

As a young boy in the small northern Italian village of Crespano del Grappa, Ugo L. Melchiori worked in the local cabinet shop. He and his family immigrated to the United States in 1958, at the age of seventeen, and settled in Santa Barbara. Then began his storied career in the construction field which has encompassed over fifty years in the business and includes countless contributions to the Santa Barbara region's building and development.

Melchiori began his career with D'Alfonso & Son, a well known Santa Barbara commercial and residential builder, first as a laborer and carpentry apprentice. Then, because of his hard work and knowledge, he was elevated to journeyman carpenter and superintendent for the company at the early age of twenty-five. By 1970, Melchiori had become known as a special class of workman, tradesman, and superintendent, responsible for and assisting in the completion of many local residential, commercial, and institutional projects in Santa Barbara.



Ugo L. Melchiori in front of El Patio Gardens.

In 1972, Ugo L. Melchiori, or "Ugo" as he was affectionately known both personally and professionally, founded a local construction firm, G&M Builders. Over the next twenty years, the firm became a predominant force in the community building business. Working with a wide range of clients in various types of projects, and developed a reputation for superior service, quality workmanship and personal dedication to completing successful

projects for its clients and the employment of many talented personnel.

Over the fifteen-year span of the company's history included the completion of well over one hundred residential projects and hundreds of commercial and remodeling projects. The company's clients included well-known Santa Barbara companies like Sansum Research Foundation, St. Francis Hospital, Borgatello Families, Craviotto Families, Pueblo Radiology Corporation, University of California at Santa Barbara, the County and City of Santa Barbara, and many others.

By 1988, Ugo formed the corporation known today as Melchiori Construction Company. Along with other corporate shareholders, including Steven D. Pivato and Oliviero F. Ziliotto, who both trained with and worked as foremen under Ugo for many years, Melchiori Construction Company began operation with the goal of providing quality craftsmanship and service to their clients and building on its reputation as a successful builder in the community.

As President of Melchiori Construction Company, Ugo spent many hours in the field and in the office, assuring clients they had the best service and his personal dedication. In turn, these clients, many of whom dated back to the 1970s, continued to seek out the company for their building projects. Two of Ugo's proudest business accomplishments were the distinction of always maintaining a client for life, and the development of his son, Mark J. Melchiori, in the construction business.

After many years of helping his father in the field as a laborer and carpentry apprentice, Mark continued his education at Santa Barbara City College, then went on to a University to study Business Management and Marketing. Upon graduation from California Lutheran University in 1991, Mark returned to Santa Barbara to assist the corporation in its development and growth.

Early in the corporation's history, Melchiori Construction Company continued to build residential projects and custom homes for clients. During the first several years, the firm was responsible for the completion of nearly twenty-five single family homes and remodels in

the area and was instrumental in the rebuilding effort following the Painted Cave Fire, which destroyed more than three hundred homes in the Santa Barbara and Goleta areas.

In the mid-1990s, not long after Mark joined the company, his father commented over dinner one night at the Four Seasons Biltmore Hotel, “It would be nice to do a building like this.” Mark promptly replied, “We can do it.” From that one spark, new strategic focus for the business was born.



Melchiori Construction Company embarked on an aggressive plan to focus on developing the corporation into a leading builder of high-end commercial and institutional projects that could be serviced by a locally based company regardless of size. At the time, Santa Barbara had many talented builders but one thing was missing; a company that could provide a full-service organization for Santa Barbara’s growth in the retail, hospitality, institutional and other high profile developments. Tired of seeing numerous projects go to out-of-town contractors, Melchiori Construction Company was determined to gain the skill, depth and management team needed to service the upcoming projects and their clients.

In 1995, after a few years of growth and development, Melchiori Construction Company



added key personnel from larger nationwide contractors to bolster its core business staff of craftsman and trade personnel. With the negotiation of its first project valued at over \$5 million, Melchiori Construction Company began the organizational push. The construction of El Patio Gardens and the multi-unit housing project was the first of many for the company.

In 1996, Mark was named president of the organization and a new era of growth and prosperity began. Part of the overall plan was to service all the past and potential clients in a new way, and to engage in projects very early in the development process by providing service and value far and beyond what a traditional builder would normally supply. Melchiori Construction Company was instrumental in the development of construction management services for the Santa Barbara area. This unique blend of personal service, preconstruction management service and building construction service was attractive to many developers and clients that were looking for more.

Under Mark’s leadership through the balance of the 1990s, Melchiori Construction Company steadily became the go-to contractor for challenging high-end construction projects. The company provided intense preconstruction planning, estimating, and scheduling services during the entitlement and architectural phase, as well as full-service construction services for the building of the project during and through the construction phase. From 1996 to 1999, the corporation landed and completed many projects for such notable organizations as:



Above: Garden Court on De La Vina, completed in April 1999.

Bottom, left: Mark and Ugo Melchiori, c. 2008.

Bottom, right: Santa Barbara Bank and Trust Administration Building, completed in May 2001.





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 Top: QAD, Inc. Ortega Hill Campus,
 completed in March 2004.

Middle: The Braille Institute, completed in
 December 2003.

Bottom: Chapala One, completed in
 June 2008.

Dupont, Santa Barbara Bank & Trust, Devereux of California, Cancer Center of Santa Barbara, Crane School, Bishop Diego High School, Braille Institute of America, Paseo Nuevo Malls, Double Tree Resorts, and Prudential Securities. During this period, Melchiori Construction Company received numerous awards for its accomplishments. The company was named Builder of the Year twice, and was recognized by the American Institute of Architects for many of its projects.

As the company celebrated its tenth anniversary in 2000, Melchiori Construction Company had grown to become a highly respected force in the local construction business. With the emphasis on major projects, the company commenced the new millennium with a host of opportunities and the fulfillment of the dream of some ten years earlier. As new and old clients alike saw the types of projects produced and delivered successfully by the company, many larger and more difficult projects came the company's way.

Some notable works for the company in the early 2000s included the national corporate headquarters for Fidelity National Title built for Somera Capital Management, Pacific Capital

Bancorps' Operations Center, the state-of-the-art Santa Barbara Out-Patient Surgical Center, various projects at Westmont College, Dupont Displays Uniax Laboratories' Goleta Facility, the national corporate headquarters for Pacific Capital Bancorp, Giati Furniture Design and Fabrication Center for designer Mark Singer, the Metropolitan District of Santa Barbara Operations Center, the Botanical Garden Foundation, and Garden Court at De La Vina. Melchiori Construction Company was presented the prestigious Golden Nugget Award in 2000 for its contribution to the development of the Garden Court at De La Vina Project.

In late 2001 and early 2002, Melchiori Construction Company was approached by the new owner of the Four Season Biltmore Hotel property with an ambitious plan to renovate the hotel and grounds. Melchiori Construction Company was selected to lead the effort on this multimillion-dollar plan. The company completed the renovation of the pool and grounds surrounding a boutique-designed Health and Fitness Center. What would have seemed only a dream ten years earlier now represented a major accomplishment for Melchiori Construction Company.



From 2003 to 2008, Melchiori Construction Company grew steadily and became the largest commercial construction and construction management firm in the Santa Barbara area. The firm was widely regarded as the pinnacle of the business. During this time, Melchiori Construction Company completed many of the landmark construction projects in the County of Santa Barbara. These projects included the QAD World Wide Headquarters in Summerland, Braille Institute of America–Santa Barbara Campus, Marymount Academy Middle School, Ampersand Aviation Hangers, Marborg Disposals C&D Recycling Facility, Pueblo Radiology Facilities, Cottage Healthcare Systems (Fletcher Building, Knapp Building, and Child Care Center), Carrillo Hotel, Castillo de las Fuentes for the Housing Authority of Santa Barbara, renovation of the historic San Ysidro Ranch Resort (Phase I, II and III), and many others.

In March 2008, Melchiori Construction Company completed the renovation of the Historic Granada Theatre in Santa Barbara, a crowning achievement for the corporation. This \$50-million project was painstakingly completed on a rigorous schedule and to demanding details. Later in 2008, the company completed the \$36-million landmark Chapala One Project, a mixed-use project with forty-three high end residential units and commercial retail; and the \$25-million Mercy Charities at St. Vincent's Garden Family Housing Project.

In October 2008, Westmont College, a long standing repeat client, embarked on an ambitious Phase I Master Plan development of its campus with new facilities buildings and a Chapel. Melchiori Construction Company plays an integral part in the building of this \$125 million project.

Melchiori Construction Company has completed more than 1700 assignments in the past twenty years, including a wide range of residential, commercial, hospitality, industrial, medical and institutional projects. In total, the company has built nearly twenty-five hundred units of housing and several million square feet of building space for its clients.

As the business approaches its twentieth anniversary, the corporation has assured its positive impact on the community by



supporting many local organizations and local nonprofits in an effort to give back to a community that has given so much to the organization. Some of the causes that Melchiori Construction Company holds close to its heart are St. Vincent's, Braille Institute of America, Santa Barbara Center for the Performing Arts, American Heart Association, Cancer Center, the Italian American Organizations of Santa Barbara, Dyslexia Foundation, Santa Barbara Sports and Athletic Organizations and all the Arts of the Central and South Coast of California.

For more information about Melchiori Construction Company and its services, please visit www.melchiori.com.



Above: Carrillo Hotel, completed in January 2005.

Below: The Granada Theatre, completed in March 2008.

