



## MALPAS & BIRMINGHAM INC



### ABOUT THE OWNERS

Kevin Birmingham's background includes a degree in Art & Design and a 4 year apprenticeship as a Carpenter/Joiner in Ireland.

Bill Malpas studied Architecture at RISD, and wound up with a degree in Sculpture from CCAC.

Bill and Kevin have been building together on and off since 1985. They met while working for Plant Builders, <http://www.plantconstructioncompany.com/> doing complex, fast-paced Tenant Improvement projects. Taking a leave of absence from the union world, Bill and Kevin built the Martin house in 1986.

Later, Bill went from the field at Plant, to the office at Ryan Associates <http://www.ryanassociates.com/> as a project manager. He built very high-end residential projects balanced with a number of restaurants, designer showrooms, and offices.

Kevin went on to run work for Design Workshops building and installing the finest architectural woodwork and casework in commercial projects in San Francisco.

In the intervening years, they both owned construction companies, occasionally helping each other out, until they joined forces. Incorporated in 2005, Malpas and Birmingham grossed 3 million in its first year in business.

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## ABOUT THE RELATIONSHIPS

Approximately half of M&B's work is for developers, and the other half for individual businesses and private clients. In some cases, M&B has acted as an in-house construction company. We consider the budget a collective effort and run with open books. We often manage the monthly lender draws for our clients.

It has been our honor and privilege to work with some of the Bay Area's leading architects, engineers, and interior designers. The owner's design backgrounds' lend the company an aesthetic sensibility and a focus on detail. We see ourselves as part of a team, and we place the highest value on effective communication via phone, fax, and email. We regularly produce sketches of proposed solutions.

Malpas and Birmingham's greatest strength is the extensive network of professional relationships we've developed, not only with design professionals and clients, but with subcontractors, suppliers, fabricators, vendors, and not the least, building officials.

Our experience gives us the ability to bring out the best in subcontractors, ranging from one-person artistes, to big, union companies. Most of these subcontractors have been our partners for years, and we rely on their knowledge and experience, and acknowledge their contributions.

The ideal project for M&B is upwards of a million dollars, but we have a steady flow of obligatory smaller projects from old clients. With this business model, M&B approaches each project a little differently than most general contractors - we are most successful when we can run a project with lean and efficient management.



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