

Fourth Fastest - Trumbull-Nelson Construction Company



Laurence Ufford, left, Ronald Bauer

Trumbull-Nelson Construction Company has spent the past 90 years literally shaping communities. Its buildings include several at Dartmouth College, the Woodstock Inn, the Mount Sunapee Base Lodge, the 120,000 square-foot addition to New England Electric Wire Company in Lisbon, as well as libraries and assisted living communities.

While the company has steadily grown over the decades, the past three years saw

a construction boom that landed Trumbull-Nelson as the fourth fastest growing company on this year's Private 100 list. Among the projects contributing to that success is the completion of the first phase of housing for married students at Dartmouth College—a \$17 million project. The company expects to start on the second, \$10 million phase of the project soon.

It is also working on the \$22 million Gile Community Housing project—a 126-unit

Three-Year Growth Rate: 37%

Product/Service: Construction management, general contracting, design/build services

President: Laurence J. Ufford

Founded: 1917

Headquarters: 200 Lebanon St., Hanover, NH 03755

Number of Employees: 100

Web Site: www.t-n.com

mix of affordable housing and market-based condominiums. "Hanover has made a commitment to affordable housing. We're concerned about affordable housing ourselves [for the company's employees]. It's appropriate for us to be involved with a solution to that problem," says Laurence J. Ufford, the company's president. "We've employed generations of people. People have stayed with us for 40 or 50 years. Our employees are our greatest assets."

Ronald A. Bauer, executive vice president, also points to the diversity of industries that Trumbull-Nelson serves as being key to its success. The company started out building homes and now builds institutional, commercial and industrial projects as well.

"We have experience from residential to high-tech clean rooms," Bauer says. "There's not too much we haven't done, so when the market shifts, we can adapt." In the past year, 25 percent of the firm's work has been school construction and the company has seen an increase in the number of multi-tenant projects.

The company recently completed additions and renovations to the AVA Gallery in Lebanon, which is seeking LEED (Leadership in Energy and Environmental Design) certification for the project.

"We have been able to prosper because of the economy, but we've noticed a slow down in the past six months. We're seeing some of the decline," Ufford says. Bauer says while the demand for single-family homes has slowed, it means talented workers are available for the multi-family homes that are in demand.

As for the future, Ufford and Bauer say 2007 will be a financially substantial year for the company due to a significant backlog in projects, including a \$24 million assisted living complex—Woodlands at Harvest Hill.

"We're very optimistic about the future," Bauer says. ■

Trumbull-Nelson

90 Years

And

Counting



**Design/Build
Construction Management**

Rockingham Town Hall, 1927



Trumbull-Nelson Construction Company Inc
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