



## What's Happening Today

Commercial  
Education  
Healthcare  
Municipal  
Retail & Hospitality

Volume 11  
Anniversary  
Edition  
1978 - 2008

### Pennsylvania:

152 Garrett Road  
Upper Darby, PA 19082  
P: 610-449-3152  
F: 610-449 6325

### New Jersey:

201 Haddonfield-Berlin Road  
Building B  
Cherry Hill, NJ 08034  
P: 856-857-9333  
F: 856-857-9334

[www.aeconstruction.com](http://www.aeconstruction.com)



1. Oakmont Fire House, Havertown, PA
2. SEPTA, Wayne Train Station, Wayne, PA
3. Upland Square, Pottstown, PA
4. Sheraton Hotel, Edison, NJ
5. Hamilton Honda, Hamilton Township, NJ
6. Social Security Administration Building, Upper Darby, PA



# The Foundation

## Where We Work

### Pennsylvania

1978 - 1988  
48<sup>th</sup> and Chestnut Streets  
Philadelphia, PA

1988 - 1994  
Chester, PA

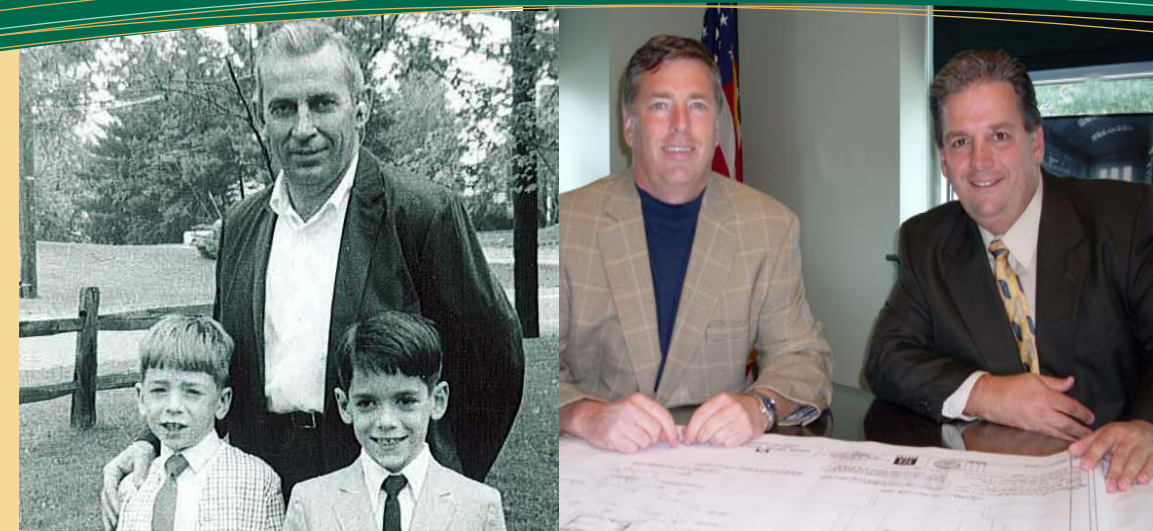
1994 - 2003  
South State Road  
Drexel Hill, PA

2003 - present  
Garrett Road  
Upper Darby, PA

### New Jersey

2006 - 2007  
Fellowship Road  
Mount Laurel, NJ

2007 - present  
Haddonfield-Berlin Road  
Cherry Hill, NJ



# The Big 30

In 1978, A&E Construction, Inc. (*Anthony and Elena*) started as a small shop with only four employees, sharing space with Smiling Jack, a car repair shop at 48<sup>th</sup> and Chestnut Streets in West Philadelphia. The late 1970's through the 1980's kept A&E busy in the education sector building *Computer Learning Centers (CLC)*, the first generation of computer technical schools. A large part of the business was custom furniture for CLC's offices. In the late 1980's, A&E moved from Philadelphia to an old furniture warehouse in Chester, PA and the focus of the work shifted to commercial tenant fit-outs in center city Philadelphia for clients such as *Philadelphia Focus Group* and *Girl Scouts of America*. A&E started branching out into the suburbs and broke into the retail market with *The Sproul Shopping Center* in Springfield, Delaware County. The late 1990's and 2000's brought recognition to A&E, joining the ranks of *The Philadelphia 100* and *The Philadelphia Business Journal's Top 25 Largest Local Builders*, as well as winning awards for individual projects (see page 2).

A&E has steadily grown from 4 to over 70 in the past 30 years. Commitment, quality, and a team approach have allowed A&E to continually build relationships with owners, subcontractors and project professionals, resulting in the success of projects. Over 75% of A&E's work comes from repeat business. As we look forward to the future, it is this vision that will shape our growth with our present client base, while allowing us to forge new client relationships, all the while with a firm goal in mind: ***Building a Solid Foundation With You!***

Photos:  
Bill & Tony with their father, founder Bud Santora (1960's), and today.



## Recognition and Awards

- 2001 First recognized in the Philadelphia Business Journal's *Top 25 Largest Builders*
- 2002 Robbins Sports Surface Award, *Princeton University Jadwin Gymnasium (1)*
- 2003 Historic Preservation Award, *St. John Vianney Church (2)*  
First became member of Philadelphia 100
- 2004 AIA Top 10 Green Building, *Cusano Environmental Education Center at John Heinz National Wildlife Refuge (3)*
- 2005 Placed 3rd for International LEAF award, held in Barcelona, Spain, *Wharf at Rivertown (4)*
- 2006 Grand Jury Award, Preservation Alliance for Greater Philadelphia, *Wharf at Rivertown (4)*



## Professional Affiliations

- |   |  |
|---|--|
| American Institute of Architects (AIA)                                | Commercial Real Estate Women (CREW)                |
| Drexel University Co-op Program                                       | International Council of Shopping Centers (ICSC)   |
| Urban Land Institute (ULI)  | Delaware Valley Green Building Council (DVGBC)     |
| Professional Resource Network (PRN)                                   | Society for Marketing Professional Services (SMPS) |
| Chambers of Commerce –Delaware County, Cherry Hill, Burlington County |  |

## A&E in the Community



Photo: Pedro Verona helps out at a United Way site

**Community service** refers to service that a person performs for the benefit of his or her local community. Members of the A&E Construction Team are strongly encouraged to be part of the communities in which they live and work. It is a rarity not to find employees involved in sponsoring or assisting the local charities, institutions, and associations that make our communities better places. It was

Bud Santora's philosophy of "hard work is not hard but essential to being successful," and their mother's teaching that the only way to feel good about success, whether financial or physical, is to give some of it back to those less fortunate.

### Active Participation Includes:

- Coaching and Officiating Baseball, Basketball, Football, Lacrosse, and Soccer    Knights of Columbus  
 Time For Teens (Teen Mentoring Program in Upper Darby, PA)    Local Township and School Boards  
 UNICO    DAP (Domestic Abuse Project) of Delaware County    Team in Training (Leukemia Society)  
 CYO    Boy Scouts/Girl Scouts    USO

### Financial Support Includes:

- Ashley's Angels    Miriam's Kids Research Foundation    Leukemia Society    Covenant House  
 Rotary Club Upper Darby Police Relief    Knights of Columbus    The Little Rock Foundation MDA  
 Mothers' Home    Charter High School for Architecture and Design    YMCA    Boy Scouts of America

## Through the Years

### 1970's

Bud Santora and crew travel the country fitting out Computer Learning Centers, delivering and installing custom built furniture made in the company's West Philadelphia shop    ♦ Four full-time employees and revenue tops \$500,000.

### 1980's

Tony and Bill Santora work at A&E after school and summers, along with current employees Bob McClure, DJ Clay, Leo Mellon and Vicki Hibbs    ♦ Bill Santora joins A&E as a full-time carpenter    ♦ Jamie Dugery, A&E's longest non-family employee, joins the firm    ♦ Most of the work is tenant fit-outs in center city Philadelphia, including several in The Robert Morris Building and 1429 Walnut Street    ♦ Six full-time employees and revenue approximately \$1,000,000.

### 1990's

Bill Santora takes over as President after the death of his father, Bud Santora    ♦ A&E completes its first major renovation, including demolition of an existing building, new site work, and interior tenant fit-outs, to CRW Financial, Inc. in King of Prussia, PA    ♦ A&E is awarded its first demolition and renovation contract for space exceeding 100,000 square feet, turning a factory into Class A office space at Icon Clinical in Fort Washington, PA.  
 ♦ Twelve full-time employees and revenue approximately \$8,000,000.

### 2000's

Tony Santora joins A&E as a full-time Vice President, bringing his extensive retail experience to A&E    ♦ A&E reorganizes; Bill becomes CEO, Tony becomes President, five Vice Presidents are appointed (Administration, Business Development/Marketing, Construction, Estimating, Operations)    ♦ A&E builds its first federally approved *green building*, the Cusano Environmental Education Center at the John Heinz National Wildlife Refuge    ♦ A&E opens a full service branch in southern New Jersey    ♦ A&E institutes Employee of the Month program    ♦ Over seventy full-time employees and revenue approximately \$90,000,000.



"Bo" Robinson



Syngy



Budd/Temple Health



Princeton University



Helen Kate Library



The Wharf at Rivertown



CyberKnife-Capital Health



Episcopal Academy



Waterside Village



Princeton BMW