

**Commercial**

**Healthcare**

**Institutional**

**Municipal**

**Retail**

## Work in Progress At A&E

**Doral Forrestal Conference  
 Center**  
*Princeton, NJ*

**Preferred Real Estate  
 Investments, Inc.**  
*Budd Commerce Center  
 American Metro  
 Accelera  
 ACS*

**Iron Mountain**  
*Columbia, MD*

**Lilly Pulitzer**  
*Sarasota, FL., Winter Park, FL,  
 Hinsdale, OH, White Plains, NY  
 The Shops at La Cantera,  
 San Antonio, TX*

**Princeton University**  
*Old Graduate College,  
 Engineering Quad, Robertson Hall,  
 McCosh Infirmary, McCosh Hall*

**Commerce Bank**  
*Brigantine, NJ  
 North Penn, PA*

**Swarthmore College**  
*Kaplinsky Lab*

**West Chester University**  
*Lawrence Dining Hall*

**St. Charles Seminary**  
*Vianney Hall  
 Wynnewood, PA*

**The Wharf at Rivertown**  
*Synogy Headquarters,*

**Wawa Super Store**  
*Egg Harbor, NJ*

**Fresenius Medical Care**  
*Georgetown, DE*

**Philadelphia Forensics  
 Science Center**  
*Philadelphia, PA*

**Multiple Retail Projects  
 Throughout the Region**

## The Marriage of A&E Construction, Inc. To Retail and Shopping Centers



**Medford Crossing**  
 Medford, New Jersey

The retail market is transforming itself because of a slow slide in customers. In the past there were regional malls and strip centers. Then outlet malls. Then power centers. And currently lifestyle and town centers.

A&E Construction, Inc., under the guidance of Tony Santora, President, is responding to these changes by listening intently to the needs of the developer and the client and developing the tools needed to deliver an outstanding product.

A&E clients such as Lilly Pulitzer, Bed Bath and Beyond, WAWA and retailer developers such as Freedman Cohen, Madison Marquette, Cedar Shopping Center, BlankAschkenasy and Korman Commercial Properties have confidence in A&E's understanding of the retail industry. Their confidence is expressed by the repeat business given to A&E.



# The Foundation

## What's Happening in the Industry

Some thoughts from Mitch Cohen, a Principal of Freedman Cohen Development, LLC

Retail developers are carefully monitoring the creeping up of interest rates and cap rates...but they are confident that for at least the next year, and possibly longer, there will still be a demand for credit tenant anchored ground-up retail projects.

Mitch also said that "As ground up retail locations become more difficult to locate and develop, developers who have been able to assemble the right team of in-house and outside due diligence experts, including attorneys, environmental consultants and insurance professionals have been able to take advantage of Brownfield redevelopment opportunities. These opportunities require extensive due diligence, redevelopment planning and outside professional assistance as well as a thorough knowledge and understanding of the environmental insurance and entitlement arena. Without the proper outside professional team, the road can be a dangerous and costly one."

*A&E Construction will be the General Contractor for two Freedman Cohen shopping centers: Medford Crossing and Bordentown.*



Roosevelt Mall  
Philadelphia, PA



South Street  
Philadelphia, PA



Ardmore, PA

# The Foundation



## WAWA Super Store Egg Harbor, NJ

A&E Construction was awarded the contract for the building of this WAWA Super Store in Egg Harbor, NJ.



The 5,000 square foot ground-up store is located on a six acre lot and will include 10 gas pumps. Site work has been completed, coordination with the utilities is complete and concrete for the store and gas canopy has been poured.

The project is scheduled to be completed in June, 2005.



## New Project Highlights



St. John Neumann  
Nursing Home

**Suburban Square, Ardmore, PA**  
*Two New Buildings*  
**Building 8** is an existing building that will be demolished to the first floor deck. A new 2,000 SF addition will be constructed for a total of 8,000 SF of retail space.  
**Building 16** is an out-of-the ground, one-story building to accommodate 8,400 SF of retail space.



Commerce Bank  
Brigantine, NJ



NORTHWEST ELEVATION SCALE: 1/8"=1'-0"



West Chester University  
Dining Hall



PNC Bank  
Broomall, PA

# The Foundation

## Congratulations

We take pride in announcing that **Bill Santora**, A&E's CEO has been selected "Person of the Year" by *Time for Teens*

**Neal and Renee Clerkin** recently welcomed new arrival **Aidan**, 9 lbs, 12 ozs. into their growing family. He will have to learn to hold his own with three older brothers and one sister.

We also congratulate **Andrew and Elizabeth McLellan** on their new arrival, **Hayden Kyle**, 8 lbs, 14 ozs, who joins brother **Andrew Christopher**



Kudos to **Sal Farrugia** who received his *Masters in Real Estate Law* from *New York University*



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## A Message From A&E Constuction's New President, Tony Santora

When Tony Santora joined A&E Construction in 2002, coming from a strong background in Retail, his goal was to develop a strong Retail market at A&E. This became a reality when retail sales doubled the past two years.



As the new President of A&E (his brother Bill Santora is now CEO), and foreseeing future Retail changing and growing, Tony is optimistic about Retail's future. He feels Malls have their place but the Retail market has been dramatically changing. Mixed used centers are currently one of the "Hot" items today. Cities around the country and their suburbs are aware of their appeal...and a number are under construction. *(The first page of the Newsletter features renderings of Medford Crossing, a mixed use development that is being developed by Freedman Cohen Development and being built by A&E Construction.)*

So, Tony says "Bah Humbug" to the pessimists who predict a "bust" in the Retail Industry. Instead, the future looks bright, at least for the next few years.

## News



### BUDD COMMERCE CENTER UPDATE

As Construction Manager for Phase 1, Corporate Campus for Temple University Health Systems at the Budd Commerce Center, a considerable amount of preparation had to be taken.

After two trailers were set up in the parking lot, safety was A&E's primary concern. Familiarity with all the hazards of the site was addressed as well as coordinating the scope of the project with the subcontractors.

During the initial phase, A&E completed demolition of the interior office partitions and ceilings. Currently, we are installing new roofing and new mechanical and electrical systems. The removal of existing equipment at the warehouse has opened up a beautiful space with wood framing and steel trusses.

The workforce is currently up to 55 and we anticipate a workforce of approximately 200 at the peak of construction. The project continues to grow...from 164,000 square feet to 240,000 square feet.