

# VISIONS

**STANKER & GALETTO**

Building Industry News & Trends

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## Stanker & Galetto Brings Major Solar Power System to Vineland

As a leading green builder, Stanker & Galetto recently completed the installation of a solar energy system on the roof of its Vineland headquarters. The 81.5kW system consists of a 485-panel solar array, covering approximately 7,500 square feet and supplies approximately 99 percent of the company's current power needs.

"'Going Green' is a personal and professional passion for me and for the entire company," said Peter Galetto, Jr., President of Stanker & Galetto. "As a company dedicated to green construction, we feel it is important for us to lead by example and invest in ways to reduce our carbon footprint. We hope others will do the same."

The system cost around \$700,000 and it generates an average of 305 kilowatt hours of electricity per day. On days

when the system generates more electricity than is used, the excess power flows back into the grid, causing the electric meter to run in reverse, a process known as net metering.

"By incorporating green energy in the form of solar panels, we can do what's best for the environment and for our business," said Mark D'Onofrio, Secretary/Treasurer of Stanker & Galetto.

According to Joseph Angeloni, Stanker & Galetto's Chief Financial Officer, "When we consider the value of our current power consumption, the CORE rebate awarded by the State of New Jersey, the effect of the accelerated depreciation and investment tax credit/grant offered by the IRS and the sales value of the Solar Renewable Energy Certificates (SRECs) generated

by the system, the project is expected to breakeven within five years."

Stanker & Galetto offers Leadership in Energy and Environmental Design (LEED) project solutions for everything from site selection and building shell design to alternative power sources.

*Stanker & Galetto can evaluate the feasibility of installing a solar power system at your facility. For more information, please contact Peter Galetto, Jr. at 856-692-8098 or [pgaletto@StankerGaletto.com](mailto:pgaletto@StankerGaletto.com).*



### President's Message

**Peter Galetto, Jr.**  
President and CEO

## Our Commitment to Going Green

"Green building" has become a growing part of today's construction industry. At Stanker & Galetto, we have been providing sustainable building solutions to our clients for years. We are charged with finding the balance between supporting companies to create jobs and preserving and protecting the

environment. With carefully planned "green" building techniques, we can create structures that help businesses grow and at the same time limit their carbon footprints—a win-win situation.

Our entire organization is embracing the principles established by Leadership in Energy and Environmental Design (LEED). We endeavor to go beyond code with recommendations for insulation values in buildings and by including energy saving techniques (better roofing, better windows, etc.) as our standard offerings to reduce the overall cost to own a building. As we move forward, our new buildings will be more cost-

effective to operate and maintain than those of 20 years ago. More importantly, the LEED program is appropriate throughout a building's lifecycle; design and construction, operations and maintenance, tenant fit-out and significant retrofit.

Stanker & Galetto is committed to offering the most advanced "green" building solutions to meet our clients' expectations and provide a long-lasting return on investment. I believe that we can find a way to make all our ventures sustainable, so everyone wins.

## Project Spotlight

# Stanker & Galetto Completes Agricultural Experiment Station with Rutgers University

**Rutgers University's New Jersey Agricultural Experiment Station (NJAES)** officially opened its new 23,000-square-foot Food Innovation Center business incubator and food processing facility on October 17, 2008. The state-of-the-art facility houses shared-use food processing space for a broad array of products and processes, marketing capabilities and technical laboratories, distance learning and educational programming and administrative space for staff as well as clients.

"The team Stanker & Galetto brought together to construct this landmark structure in Bridgeton did a truly outstanding job," said H. Louis Cooperhouse, Director of the Rutgers Food Innovation Center. "The staff was instrumental in making this a building that Rutgers and the local community can be proud of."

This facility is designed for use by:

- Farmers and cooperatives
- Startup food companies
- Existing small and mid-sized food companies
- Retail and foodservice establishments



These entities are assisted from concept to commercialization, enabling them to test and evaluate new product prototypes and actually produce products in a state-of-the-art food processing facility that meets the regulatory standards of local, state and federal (both FDA and USDA) agencies.

"The facility is a scaled-down version of portions of regular processing factories," said Peter Galetto, Jr., President of Stanker & Galetto. "Different functions had to be in close proximity, yet separate, and that made it an interesting challenge."

The food incubator facility includes shared-use processing and client services areas. The shared-use facility is comprised of three processing areas: cold process, hot process and dry process. In the client services area, clients gain assistance from concept development to commercialization, with access to marketing and technology expertise.

### SPECIFICATIONS

Location - Bridgeton, NJ

Client - Rutgers University

Architect - J.W. Pedersen Architect, P.C.

Start Date - July 2007

Completion Date - July 2008

Building Size - 23,000 sq. ft.

Construction - Butler®/Conventional Steel



The cost to construct and equip the Food Innovation Center incubator facility was approximately \$8 million. This has been entirely funded by grants from federal, state and local sources.

For more information about Stanker & Galetto or the Rutgers project, contact Russell Kadlac at 856-692-8098 or [rkadlac@StankerGaletto.com](mailto:rkadlac@StankerGaletto.com).

# Stanker & Galetto Execs Earn LEED Professional Accreditation

Mark D'Onofrio, Secretary/Treasurer, and Russell Kadlac, Executive Vice President, recently completed the Leadership in Energy and Environmental Design (LEED) Professional Accreditation process. The LEED Professional Accreditation program distinguishes building professionals with the knowledge and skills to effectively steward the LEED certification process.

"Stanker & Galetto is dedicated to providing high-performance, sustainable building solutions that help the environment and our clients' bottom line," said D'Onofrio. "I look forward to continuing to integrate LEED principles into new building projects and renovation projects."

"I am excited to be a part of this growing industry trend," said Kadlac. "LEED certified buildings are not only a way for us to improve the environment but also for our clients to reap financial benefits for the life of their building."



**Mark D'Onofrio**  
Secretary/Treasurer



**Russ Kadlac**  
Executive Vice President

LEED Accredited Professionals have demonstrated a thorough understanding of green building practices and principles and the LEED Rating System. More than 75,000 individuals have earned the credential since the Professional Accreditation program was launched in 2001.

LEED certified projects offer numerous benefits:

- Increased asset value and lower operating costs than non-LEED projects
- Reduced waste sent to landfills
- Conservation of energy and water
- Healthier and safer buildings for occupants
- Reduced greenhouse gas emissions
- LEED certified projects may qualify for tax rebates, zoning allowances and other incentives
- By investing in LEED initiatives, the building owner demonstrates a commitment to environmental stewardship and social responsibility.

For more information on LEED project solutions, contact Stanker & Galetto at 856-692-8098 or visit [StankerGaletto.com](http://StankerGaletto.com).

## Stanker & Galetto Website Awarded in International Competition

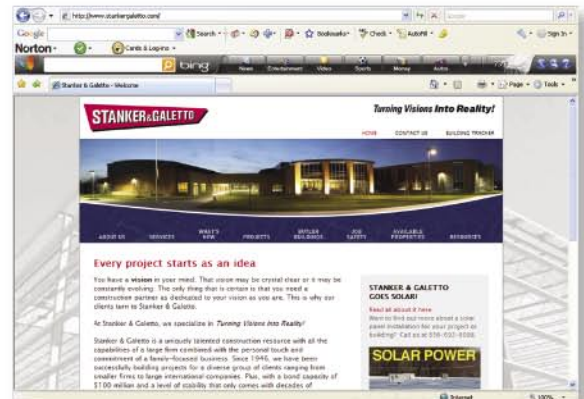
Stanker & Galetto was recently awarded a Gold MarCom Award in an international competition that recognizes outstanding marketing achievement. The distinction was given for [StankerGaletto.com](http://StankerGaletto.com), which was built in cooperation with South Jersey marketing firm Performance Marketing. The MarCom Awards are administered and judged by the Association of Marketing and Communication Professionals, consisting of several thousand creative professionals.

"We are extremely proud of our website and its capabilities," said Peter Galetto, Jr., President of Stanker & Galetto. "This advancement is another way that we strive to make communication more efficient, maintain client satisfaction and continue to complete high-quality projects."

[StankerGaletto.com](http://StankerGaletto.com) utilizes database technology to enhance communication between the company and its clients and subcontractors. "Building Tracker" provides the capability to share project drawings, accept proposals for public bid projects, broadcast information and access photographs of projects in various stages of the construction process.

The website also features a proprietary interactive Flash-based site that allows visitors to access the company's complete list of properties available throughout southern New Jersey including professional offices, manufacturing and warehousing, and build-to-suit parcels. Each listing is complete with location, municipality, building and/or lot size, available space and building specifications, as well as available maps, surveys and photographs.

"This is a very sophisticated site that is tailored to meet the unique communication need of Stanker & Galetto and their clients," said Glenn Davila, President of Performance Marketing. "[StankerGaletto.com](http://StankerGaletto.com) is not only an information resource, but it provides a completely customized and robust interactive component."



## Project Spotlight

### South Jersey Healthcare Medical Office Building

Completed in March 2006, the South Jersey Healthcare Medical Office Building (SJHMOB) is adjacent to the South Jersey Healthcare Regional Medical Center in Vineland. The 32,000 square-foot building is designed to serve as the home for up to 11 individual medical practices with a variety of specialties as well as administrative offices for South Jersey Healthcare.

The SJHMOB is a two-story conventionally framed facility. The exterior consists of masonry and EIFS



Koreteck panels that compliment the aesthetics of the nearby Regional Medical Center. The close proximity of the building provides easy access to all medical services for patients and eliminates the need for doctors and staff to leave the hospital campus.

Construction of a 12,000 square-foot addition to the SJHMOB began in the spring of 2009. Phase II will be ready for tenant fit-out by Fall 2009.

*For more information about Stanker & Galetto or the SJHMOB project, please contact Peter Galetto, Jr. at 856-692-8098 or [pgaletto@StankerGaletto.com](mailto:pgaletto@StankerGaletto.com).*