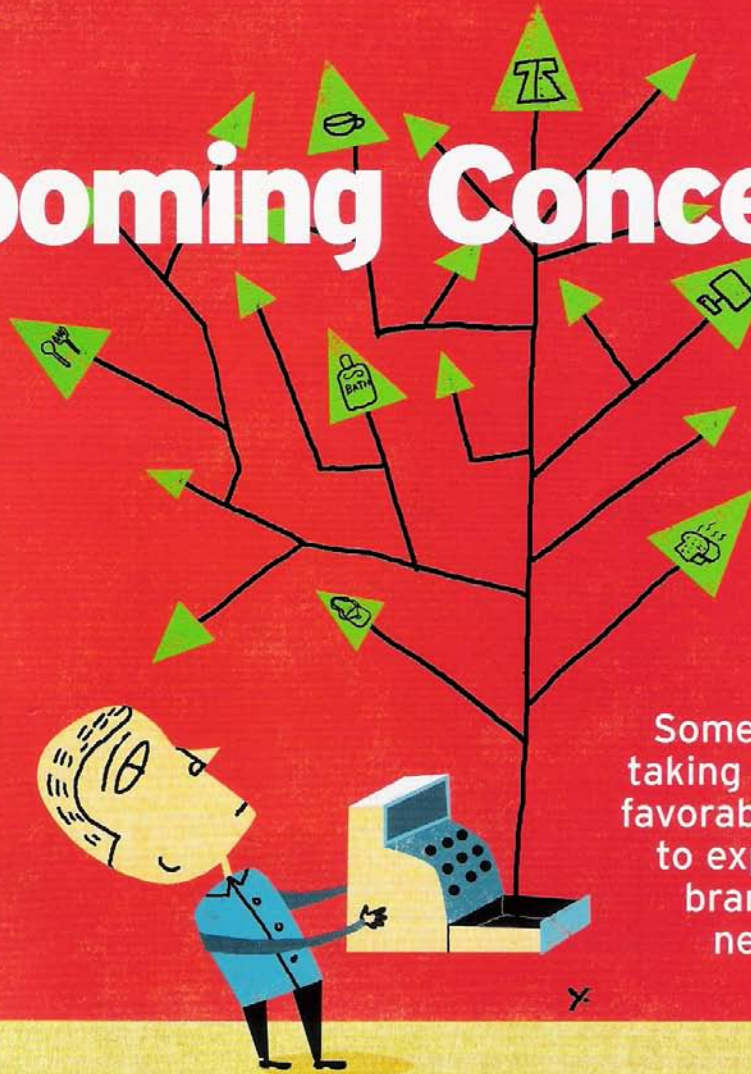


RETAILTRAFFIC™

Where real estate, retail and development meet

Blooming Concepts



Some retailers are taking advantage of favorable conditions to expand existing brands or launch new ones. p. 16

Leading the Pack

The top contractors in the retail real estate industry. p.32

Seeing Green

Developers and architects remain committed to sustainability. p.42



2010 TOP CONTRACTORS



In what's becoming an annual ritual, Little Rock, Ark.-based VCC has once again topped both the shell and interior space rankings as part of *Retail Traffic's* annual look at the top contractors of retail real estate. The company has now topped each ranking for the last four years, although the amount of space it completed in 2009 fell compared to what it completed in 2008. However, given the broader drop in retail development that has occurred, the drop is not entirely surprising.

VCC is not the only firm to retain its spot from last year. Baltimore-based Whiting-Turner Contracting Co. and Chattanooga, Tenn.-based EMJ finished second and third on both lists for the second year in a row. Rounding out the top 5 on the shell space side are Birmingham, Ala.-based Hoar Construction (which also finished fourth last year) and New York-based Bovis Lend Lease, which moved up from the number 19 spot in last year's list. Meanwhile, on the interior list Sturtevant, Wisc.-based Horizon Retail Construction—a newcomer to the list—came in fourth while Redwood City, Calif.-based W.L. Butler Construction placed fifth, jumping up from the ninth spot last year.

Overall, VCC completed 10.2 million square feet of shell space—down from 16 million square feet of shell space in 2008. It also completed 13.2 million square feet of interior space—down from 15 million square feet of interior space a year ago. The White-Turner Contracting Co. finished second in both lists to VCC—just as it did last year. The company completed 8.9 million square feet of shell space and 9.7 million square feet of interior space. Its shell space volume was down about 1.9 million square feet from 2008. Its volume of interior space, however, increased by 700,000 square feet.

In general, the slowdown in retail construction is evident in the list. The number of firms that responded to our survey is down slightly from last year. In addition, the amount of shell space completed by the top 20 firms of shell space totaled about 51 million square feet—a 19-million-square-foot drop from 2008. On the interior side the drop was less dramatic, however. The top 20 firms in 2009 built 62.2 million square feet, down about 6 million square feet from the previous year's total.

On the following pages of listings you'll find information on every contractor that responded to our survey, including how much shell space and interior construction the firms completed in 2009 and in the past five years combined, as well as total space each firm currently has under construction. In addition, we asked firms to quantify what percentage of their overall business retail real estate represents. Some firms specialize entirely in retail real estate while for others it constitutes just a small part of their overall operations. Company contact information and the top two officers at each firm are also listed.

In expanded listings on retailtrafficmag.com, you will find this same information supplemented with data about what regions firms operate in and what retail property types the companies specialize in.

We hope you'll find the listing a useful resource.

5YIS: 1,075,000 sq. ft.
 1YIS: 120,000 sq. ft.
 SUC: 350,000 sq. ft.
 RP: 30 %

J.E. Crain & Son Inc.

2525 Winford Ave.
 Nashville, TN 37211
 PH: 615.244.1222 FAX: 615.254.5416
 jecrain.com
 Lewis Rankin, CEO; Michael Rankin, President
 5YSS: 2,714,159 sq. ft.
 1YSS: 457,974 sq. ft.
 5YIS: 2,277,207 sq. ft.
 1YIS: 159,194 sq. ft.
 SUC: 227,275 sq. ft.
 RP: 40 %

KBE Building Corp.

30 Batterson Park Rd.
 Farmington, CT 06032
 PH: 860.284.7110 FAX: 860.284.1174
 kbebuilding.com
 Michael Kolakowski, President; Eric Brown, SVP,
 Operations
 5YSS: 7,500,000 sq. ft.
 1YSS: 700,000 sq. ft.
 5YIS: 8,000,000 sq. ft.
 1YIS: 850,000 sq. ft.
 SUC: 350,000 sq. ft.
 RP: 34 %

Kennedy Contractors Inc.

314 10th St., Ste. 200
 West Palm Beach, FL 33401
 PH: 561.434.1300 FAX: 561.434.1307
 kennedycompanies.com
 Michael T. Carp, President; Thomas F.
 Kennedy, EVP
 5YSS: 878,014 sq. ft.
 1YSS: 532,594 sq. ft.
 5YIS: 1,190,633 sq. ft.
 1YIS: 299,368 sq. ft.
 SUC: 195,000 sq. ft.
 RP: 75 %

Klein Construction Services Inc.

15700 W. 103rd St. Ste. 240
 Lemont, IL 60439
 PH: 630.325.1000 FAX: 630.325.2225
 kleinconstruction.net
 Wayne Klein II, President; Daniel R. Boylan, VP,

Operations
 5YSS: 250,000 sq. ft.
 1YSS: 20,000 sq. ft.
 5YIS: 50,000 sq. ft.
 1YIS: 10,000 sq. ft.
 SUC: 10,000 sq. ft.
 RP: 60 %

Lakeview Construction Inc.

10505 Corporate Dr.
 Pleasant Prairie, WI 53158
 PH: 262.857.3336 FAX: 262.857.3424
 lvconstruction.com
 Kent Moon, CEO & President; Marc Delsman, COO
 & VP
 5YSS: 500,000 sq. ft.
 1YSS: 85,000 sq. ft.
 5YIS: 5,000,000 sq. ft.
 1YIS: 1,000,000 sq. ft.
 SUC: 250,000 sq. ft.
 RP: 70 %

LandRich Construction

1110 N. Post Oak Rd., Ste. 170
 Houston, TX 77055
 PH: 713.682.5707 FAX: 713.682.5364
 therichlandcompanies.com

Jason Tidwell, President LandRich; Edna Meyer-Nelson, President & CEO, The Richland Companies
 5YSS: 122,000 sq. ft.
 1YSS: 62,000 sq. ft.
 5YIS: 285,000 sq. ft.
 1YIS: 160,000 sq. ft.
 SUC: 140,000 sq. ft.
 RP: 45 %

Marco Contractors Inc.

100 Commonwealth Dr., P.O. Box 805
 Warrendale, PA 15095-0805
 PH: 724.741.0300 FAX: 724.741.0335
 marcocontractors.com
 Martin R. Smith, President
 5YSS: 1,539,687 sq. ft.
 1YSS: 86,870 sq. ft.
 5YIS: 4,039,389 sq. ft.
 1YIS: 763,569 sq. ft.
 SUC: 450,605 sq. ft.
 RP: 95 %

Maxwell Builders Inc.

333 W. Hampden Ave., Ste. 325
 Englewood, CO 80110
 PH: 303.762.1812 FAX: 303.783.0753
 maxwellbuilders.net

TOP 25 CONTRACTORS OF SHELL SPACE

VCC	10,198,100 sq. ft.
The Whiting-Turner Contracting Co.	8,943,313 sq. ft.
EMJ	7,086,914 sq. ft.
Hoar Constructon	4,647,000 sq. ft.
Bovis Lend Lease	3,442,059 sq. ft.
W. L. Butler Construction	2,000,000 sq. ft.
Hawkins Construction	1,826,834 sq. ft.
Roche Constructors	1,398,601 sq. ft.
S. M. Wilson & Co.	1,302,415 sq. ft.
Moorefield Construction	1,274,443 sq. ft.
SIKON Construction	1,184,000 sq. ft.
Novak Construction	1,100,000 sq. ft.
Weis Builders	1,048,215 sq. ft.
Oakview Construction	893,391 sq. ft.
S.D. Deacon	882,368 sq. ft.
MYCON General Contractors	810,000 sq. ft.
Saunders Construction	702,000 sq. ft.
KBE Building	700,000 sq. ft.
Hardin Construction	683,811 sq. ft.
Ryan Companies US	645,473 sq. ft.
Bayley Construction	639,000 sq. ft.
SAJO	600,000 sq. ft.
Gray-I.C.E. Builders	565,000 sq. ft.
White-Spinner Construction	565,000 sq. ft.
Osman Construction	564,100 sq. ft.