

# nerej

THE LARGEST COMMERCIAL/INVESTMENT REAL ESTATE NEWSPAPER IN THE WORLD

June 24-30, 2016

nerej.com

Volume 55 ■ Issue 26

Project of the Month SC / PAGES 11-14B

## Saletin Real Estate Group leads transformation of Forbes Crossing and Hampton Inn & Suites



Feature of the Month  
SP / PAGE 10D

**Mitchell Properties** celebrates grand opening of 61-unit Cable Mills; redevelopment of 143 year old mill complex



Company of the Month  
SC / PAGES 8-9B

**TFMoran, Inc.** continues to build on reputation earned in engineering and surveying industries



Question of the Month  
SC / PAGE 18B

What are the top 5 retail design trends that aim to attract and retain the Millennial customer?



Lou Allevato  
HFA | Allevato



Jenna Stacer-Miccile  
HFA | Allevato



USA \$3.95

SPOTLIGHT SECTION D

nerej

Spotlight/Management



**This Week's Sections**  
ROP, Shopping Centers, Billboard  
**Cover Story**



Brady Sullivan completes \$3.25 million sale of Quarrywood Green  
**NE / COVER A**

Breda and Zuckerman of Goedecke & Co. arrange \$16.3 million financing  
**SC / COVER B**

**Columnist**  
Liz Berthelette  
Venture Capital Funding  
**NE / PAGE 4A**

nerej Trending Articles

Pilgrim Interiors: not your typical metal framing and drywall contractor  
[cre.nerej.com/20250](http://cre.nerej.com/20250)

Fusion Design and Elaine Const. complete 55,000 s/f for Harvard Pilgrim Institute  
[cre.nerej.com/20299](http://cre.nerej.com/20299)

High volume of loans worsens appraiser shortage - by Maria Hopkins  
[cre.nerej.com/20056](http://cre.nerej.com/20056)

f t y+ in n nerej.com



Over 70 Years of Pavement Maintenance experience

Call us today for your FREE estimate 1-877-556-3726

Pavement Repairs • Cracksealing • Sealcoating  
Linestriping • Sport Surfaces

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

# Company of the Month

SERVING NEW HAMPSHIRE, MASSACHUSETTS, MAINE AND VERMONT FOR NEARLY 50 YEARS

## TFMoran, Inc. continues to build on reputation earned in engineering and surveying industries

**BEDFORD, NH** TFMoran, Inc. is a recognized land planning firm specializing in civil engineering, structural engineering, traffic engineering, transportation engineering, land surveying, landscape architecture, environmental permitting, storm-water monitoring, and construction support services. TFMoran has been in business serving N.H., Mass., Maine, and Vermont for nearly 50 years and continually strives to build on the excellent reputation they have earned in the engineering and surveying industries.

Manchester N.H.; and the new Whole Foods Market in Bedford, N.H., to name a few.

Their dedicated team is comprised of nearly 60 individuals with a broad range of expertise. Their professionals include licensed land surveyors, engineers, landscape architects, wetland scientists, LEED professionals, along with Certified Professional Erosion and Sediment Control (CPESC) and Certified Erosion, Sediment and Storm Water Inspector (CESSWI) specialists.

The past three years have been a

firm. The goal from the beginning was to strengthen the great corporate reputation that Robert and Anne had created, and to find innovative ways to provide the best client service within our industry.

While TFMoran has always been a great place to work, the new leadership team, some with young families of their own, encourages a “family-focused” culture, with accommodating work schedules and the ability to work from home when the need arises. Another goal for the leadership at TFMoran is to help their team to become involved in interests outside their work, such as participating within industry organizations and joining community organizations that they are passionate about. Employees are provided with the flexibility whenever possible to allow the time needed to pursue such philanthropic and civic interests.

TFMoran’s work culture is strongly focused on employee safety and using the latest proven technologies to better serve our clients. In 2014, TFMoran made employee safety a top priority. The safety handbook was completely rewritten, the safety committee was empowered, and everyone in the company refocused on importance training. To follow through on the company’s focus on safety, all field personnel received OSHA 10 construction site safety training. TFMoran’s staff is consistently exposed to the latest engineering methods and product trends through trainings and seminars. This commitment to safety training and industry education allows TFMoran to provide to the best value to their clients.

TFMoran is always focused on adopting the newest and best technology. TFMoran uses the latest Civil 3D for their civil engineering and survey departments and REVIT AutoCAD software for their structural engineering department. TFMoran continually invests in new computer hardware and equipment to ensure that the company uses technology to best meet their clients’ project schedules and demands.

Where appropriate, TFMoran has also taken advantage of strategic growth opportunities. In late 2014, TFMoran acquired MSC Civil Engineers and Surveyors, Inc., a well known and respected civil engineering and surveying firm located in Portsmouth, N.H. With the acquisition of MSC, TFMoran now has a full-service office, with experienced local professionals, in New Hampshire’s seacoast region. In 2015, TFMoran was also able to expand their structural engineering department to 11 people by acquiring Steffensen Engineering Associates, Inc., an Auburn N.H.-



Whole Foods Market - Bedford NH



Bedford Mall site plan - Bedford, NH

Since 1968, the team at TFMoran has been leading northern New England with innovative land planning and development initiatives. TFMoran has played an integral role in many of the region’s most recognized retail projects including the major redevelopment of the Bedford Mall in Bedford, N.H., the Lowe’s store redevelopment to a Chunky’s Cinema Pub and retail stores in Manchester, N.H.; the Verizon Wireless Arena in

time of transition for TFMoran. In January 2013, TFMoran announced an ownership transition from Robert and Anne Cruess, who had led the firm since 1991, to four long-term senior employees including president and chief engineer, Robert Duval, PE; Dylan Cruess, chief operating officer; and senior vice presidents Jeff Kevan and Paul Sbacchi, PE. The new owners were honored to take over such a strong and well respected

based structural engineering firm with an excellent reputation earned over the past 30 years. Between these two acquisitions and organic growth, they have substantially increased their workforce, with a net gain of 23 employees between their Bedford office and the new office in Portsmouth.

The vision for TFMoran is straightforward. They want to be leaders and innovators within their industry and active members of the communities they serve. TFMoran looks to take on projects that have positive impacts in the surrounding communities. They have an excellent track record of providing value to their clients and meeting a project’s accelerated design and permitting schedule. Several recent projects which illustrate this include the Ashley Furniture location in Manchester, N.H., the 614,000 s/f UPS/Pratt & Whitney Logistics Facility in Londonderry, and the significant GE Aviation Plant Expansion in Hooksett.

TFMoran is also honored to announce that it was recently awarded the 2016 Business of the Year by *Business New Hampshire Magazine*

in the Real Estate, Construction and Engineering Category. TFMoran is one of nine companies that received the prestigious Business of the Year award. To be considered for the award, each winning business must be nominated by their local chamber of commerce and then a panel of executives made up of previous Business of the Year award winning companies selects the winner in each of the award’s nine categories.

TFMoran is very proud of its contributions to the local communities in N.H., Mass., Maine, and Vermont where they work; both in terms of the development projects they have helped design and the civic and charitable impact their people have made. They have successfully taken on many challenging projects with aggressive schedules in the past few years. Their talented and dedicated team has thrived through teamwork and their ability to focus on providing the most efficient service and the best value for their clients. Their reputation is built on their experience and expertise – and above all – pride in what they do.



UPS/Pratt & Whitney Logistics Facility - Londonderry, NH



Chunky’s Cinema Pub - Manchester, NH



*Serving Northern New England since 1968*



GE AVIATION PLANT ~ HOOKSETT, NH



WHOLE FOODS MARKET ~ BEDFORD, NH



BEDFORD MALL REDEVELOPMENT



GOODWILL ~ AMHERST, NH



DOVER HONDA ~ DOVER, NH



ASHLEY FURNITURE ~ MANCHESTER, NH

RETAIL · COMMERCIAL · INDUSTRIAL · INSTITUTIONAL · MULTI-RESIDENTIAL

# Professional Services. Professional Results.



Engineering: Civil, Structural, Traffic  
Wetlands Permitting  
Landscape Architecture  
Land Surveying



Voted BEST NH  
Engineering Firm  
4 Years in a Row!



Contact: Robert Duval, President or Dylan Cruess, COO  
TFMoran, Inc. (603) 472-4488 [www.tfmoran.com](http://www.tfmoran.com)  
Office Locations: Bedford, NH and Portsmouth, NH