

# Amity chooses real estate broker for AWIP

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**By Denise Larive  
News Write**

Representatives of JG Petrucci Co, Inc., a corporate developer based in Bethlehem, Lehigh County, and Asbury, NJ, said April 25 they are ready to sign “loose” land agreements with landowners in order to begin marketing four large and 12 smaller land parcels in Amity Township’s 400-acre Western Industrial Park , Limekiln Road.

James Vozar, Petrucci project executive, and David Green, project manager, presented the company’s background and ideas for AWIP to township officials in a public meeting.

“This could be a mutual opportunity for Petrucci, how we could help out as developers,” said Vozar, adding, “If we’re going to stick our neck out, we want some kind of control -- some loose agreements with the landowners.

He said the agreements would include Petrucci establishing the property value and having the option to buy, build, and sell with contingencies.

The township rezoned the properties last December from low density residential to planned business office and industrial district.

Vozar said AWIP is a great piece of ground that must be marketed properly; offering incentives such as providing infrastructure would attract companies to the township.

“I’m chasing a company now that is going to North Carolina because they were offered free land,” said Vozar. “It is important to try to offer the nicest package available. The first thing companies ask is ‘what are you giving me?’ Once you get something built on the site, people realize that it is a viable site.

“It is a good time to market the AWIP site,” said Vozar. “There is percolation in the market, low federal [lending] rates, and there is money out there. We’re in a returning market and the economy is picking up a bit.”

He said the AWIP site is similar to the public/private projects of Wayne County’s Sterling Business Park, with a 45,000 square foot shell building on six acres that can be sold or leased, and to Pike County’s Business Park, Milford, but that shell buildings may not be the best way to kick-start the AWIP site.

Company literature states that JG Petrucci Co., Inc., was founded in 1987 and is a privately-held, full service owner, developer and design/build specialist that has developed and built over six million square feet of space for global, regional and local occupiers.

Voza said Petrucci's projects include hospitality, multifamily, and public/private buildings with community centers, industrial centers, business parks, production plants, healthcare, education, corporate offices, and technological company headquarters.

Their clients have included FedEx, Weyerhaeuser, Sealed Air Corp., Synchronoss Technologies, Lehigh Valley Hospital & Health Network, St. Luke's Hospital and Health Network, Wakefern Corp., as well as Brownfield redevelopment for Garguilo Produce, Hillside, NJ, on a previously environmentally contaminated site.

The company is also LEED certified for "green" design and build.

"Petrucci is a community oriented company that acts as a single point of contact from site selection for clients, through contract negotiations, the architectural design, to municipal land development approvals, as well as works with the site and structural engineers, subcontractors, and tradesman during the construction process through the move-in," said Voza.

"This [Petrucci] is a great group that knows what it's doing," said Jon Scott, president and CEO of the Berks Economic Partnership. "This would be a great fit. I commend Amity Township for what you are doing here and I think you are on the right track. BEP will do anything we can to assist Amity Township through the process."