

ANF Group

A 30-YEAR HOME-GROWN SUCCESS STORY



NEW YORK FOCUS PHOTOGRAPHY

As Memorial Healthcare System celebrates the July 2011 opening of the world-class Joe DiMaggio Children's Hospital, construction management firm ANF Group has a big reason to celebrate too. The launch marks their biggest project to date...and the start of even bigger things to come.

The patient is prepped. The O.R. team stands ready. As the surgeon lifts his scalpel, just 6 inches away on the other side of the operating room wall, a worker lifts his drill. Both surgery and construction finish without a hitch. Welcome to a typical day on the job site with ANF Group.

When it comes to orchestrating the delicate and complex process of healthcare and research facility construction, ANF Group's reputation is soaring as quickly as its prestigious client base. As they join long-time client, Memorial Healthcare System, to celebrate the latest triumph — the world-class \$80-million Joe DiMaggio Children's Hospital opening in Hollywood, Florida — it's just another sign of bigger things to come for this 30-year home-grown success story.

A unique niche...in a demanding world

ANF Group, a family-run construction management firm founded in 1981, has completed

projects for hundreds of commercial clients over the years, including UPS, Goodyear, Pizza Hut, plus many local government municipalities.

But it's here in South Florida, home to busy healthcare facilities, a large senior demographic, fast-growth population and broad multicultural base, that ANF Group found its strongest niche: meeting the highly specialized needs of healthcare and educational facility construction.

To date, the firm has worked with Memorial, HCA, Broward Health, Cleveland Clinic, and Nova Southeastern University, among others, completing more than 150 projects totaling \$300 million just for Memorial Healthcare System alone.

Not your typical job site

Healthcare facility construction is dramatically different from traditional job sites — with zero room for error. "We're working right next door to live operating rooms, alongside medical gasses, clean rooms, isolation rooms

and sterile environments," explains Nelson Fernandez, Executive Vice President and one of three ANF Group principals.

"Most importantly, we're on active campuses with busy doctors, nurses, pharmacists, lab techs, support staff, patients, plus teaching professors and students performing all sorts of vital activities. Working safely and productively while minimizing any disruption is a huge priority on every project."

Construction skills are just the start

Meticulous planning: According to Alberto Gil, VP of Construction, ANF Group has mastered the art of working "invisibly" to ensure a client's daily operations are not disrupted during construction. "These are 24/7 care facilities. We can't drill through a wall or shut down utilities without plenty of notice, an understanding of all departments affected and a workable contingency plan in place. Otherwise



Nova Southeastern University, New Lower School, was a recipient of ABC's 2010 Eagle Award.

we may be putting lives at risk. We carefully plan everything...down to the smallest task. We'll work nights or around critical-care priorities as needed. While aggressive schedules are a given, we always ensure there is never a risk to staff, patients or students."

Specialized ISO, ICRA

competencies: ANF brings advanced-level skill/knowledge beyond standard construction management. They are experts in handling highly sophisticated procedural areas and equipment. Specialized training includes Agency for Health Care Administration (AHCA), ISO Class 7 and ISO Class 5 clean room accreditations and Infection Control Risk Assessment (ICRA) best practices. They've built or renovated MRI, linear accelerators, cyber-knife, neuro-intervention facilities, surgical suites and pharmacy/laboratory renovations.

Every subcontractor ANF Group uses is also carefully vetted: only those with experience working in specialized medical and educational environments are chosen. Add in ANF Group's rigorous employee safety training and it's easy to understand how the firm has maintained an exceptional safety record, ranked among the best industry-wide.



From left to right, Mr. Alberto Gil, Vice President of Construction, Mr. Alberto Fernandez, President, Mr. Nelson Fernandez, Vice President

Unusual hands-on ownership:

ANF Group has a strict business practice: The firm will not accept any project unless it can guarantee that one of the three principals will be able to spend a significant amount of their own time on the job site.

President Alberto Fernandez explains the rationale: "At many firms, executives are actively involved during planning stages, then hand the day-to-day construction execution to field teams. But if issues come up, the client can lose days or weeks waiting around

What others say about ANF...

Calvin E. Glidewell Jr., CEO of Imperial Point Medical Center:

"ANF completed the ER project three months ahead of schedule and two percent below budget," Glidewell recalls. "They exceeded our expectations again with the Ambulatory Surgery Center, on time and under budget. They're well-organized, professional and talented individuals. We look forward to future projects with them."

Nova Southeastern University's VP of Facilities Management, John J. Santulli II describes ANF as "extraordinary," recalling that all work was done on time and on or under budget.

Roland Lemke, Principal of Cannon Design, partnered with ANF on several Nova Southeastern University projects:

"They were very collaborative; very adept at analyzing stages of the project and providing necessary leadership to design team to expedite our ability to provide information needed."

Joe DiMaggio Children's Hospital FACHE Administrator, Nina Beauchesne credits ANF as a strong partner during all phases of the project

"When faced with a challenge, ANF Group is guaranteed to be part of the solution."



University of Miami, Miller School of Medicine, Interior Renovation

while a regional VP or other executive is brought back in to assess the problem or give their approval. With ANF Group, full leadership authority is right onsite. We're sitting at the same table with the owner, subcontractors, architects and designers, making fast decisions to meet the best interests of the client. Even when we can't be onsite physically, the deep investments we've made in leading-edge technology assure us a real-time connection to what's going on at all times," he says.

Fernandez recalls dozens of situations where quick decision-making helped avoid costly problems... and even delivered results that exceeded clients' original expectations. Just one example Fernandez cites: "We had a hurricane retrofitting requiring complete and significant structural strengthening of the entire façade and roof of a hospital. The 21-month schedule put completion in the middle of hurricane season. We identified opportunities early on and made some valuable decisions that cut three months off the construction schedule. The client was fully protected before the season even started. That could never have happened without leadership authority in the room to make those judgment calls."

Leading-edge technology:

ANF Group equips their teams with documentation, project management, scheduling, design and productivity analysis tools that guarantee accurate,

more organized project updates; streamlined communications; and seamless integration among many different departments and project stages. Maximizing operational efficiencies has helped the firm drive better project results at lower client cost.

Collaboration is key...ANF Group's unique guarantee

Another factor behind ANF's track record of success is their emphasis on pre-construction collaboration. They know they'll have the best chance to help clients drive successful, cost-efficient construction results if they're involved early on in the design process. The firm feels so strongly about this that they guarantee clients final contract total will not vary from projected budget by more than 5% when ANF Group is involved at early design/planning stage.

As Mouji Linarez-Castillo, ANF Group's Director of Preconstruction,



Nova Southeastern University, Central Plant

explains: “With years of experience in education and healthcare, our team brings a lot of historical data and a thorough understanding of costs...even with very little design information to go on. Having worked on the owners’ side of construction before, I can tell you I wouldn’t have worked with a general contractor that did not have these attributes.”

No longer South Florida’s “best-kept secret”?

More project owners are starting to take notice of this capable, yet humble firm. ANF Group principals have quietly and methodically grown their business one delighted client at a time with on-time, on-budget execution. They’ve strengthened their employee talent base, rewarding high-energy, dedicated performers with increased leadership, training and growth opportunities. In turn, employees feel a strong allegiance to the firm and its clients: ANF Group enjoys unusually high employee retention rates, compared to industry averages.

Now the team is reaping the rewards: Clients who have worked with bigger companies in the past are awarding the South Florida firm larger-scale projects normally secured by the national firms.

The Joe DiMaggio Children’s Hospital debut is a textbook example of ANF Group’s rising influence. Memorial was already attracting nationally acclaimed pediatric physicians and needed a top-of-the-line facility to house expanded staff and services. ANF Group handled the entire scope of the project, including pediatric outpatient oncology services, pediatric operating rooms, pediatric radiology, 24-bed pediatric medical surgical unit, and 24-bed pediatric oncology unit. The new facility also boasts an unusual attribute: LEED qualification. The ability to pursue LEED certification for a large hospital with intensive 24/7 high-energy usage is a rare feat and a testament to the project’s talented architects, engineers, designers, as well as ANF Group’s own expertise.

It’s not all business at ANF: giving back to the community

The firm is a big supporter of national and local community causes...not just financially, but as enthusiastic participants. Every



Above: Exterior view of Broward Health’s Imperial Point Medical Center, Emergency Department Expansion.

Left: Interior view

employee is encouraged to find worthy opportunities to dedicate time and resources. ANF is the title sponsor of the very successful Tour De Broward which in the last two years has raised \$500,000 for the Joe DiMaggio Children’s Hospital Foundation. The company also attends activities to support the United Way of Broward, Hispanic Unity of Florida, American Diabetes Association, Boys and Girls Club as well as several South Florida-based hospital, pediatric, critical care

and education causes. They’ve also created their own charitable effort called Peaceful Haven Ranch Group Home located in Cooper City.

“We’re so appreciative to our clients for being such strong supporters of local business...they helped us to achieve the success we enjoy today,” says Fernandez. “We’re equally grateful to be in a position where we can return that good fortune to the South Florida community we love: where we’ve lived and worked all these years.”

ANF Group has a 30-year track record providing quality preconstruction, construction management, design-build and



general contracting services. ANF Group meets all licensing requirements and is a qualified Certified Minority Business Enterprise Contractor. Find out more about ANF Group by calling 954.693.9900 or visiting anfgroup.com