

5th Edition

# The Samet Way

Building Structures. Building Relationships.



Oak Grove High School: Winston-Salem, NC

# Executive Post

Arthur Samet President & CEO

Preparation, Focus, and having the Resources and Vision to Adapt and Innovate in real time are all attributes of the winning teams who compete every year during 'March Madness'! I can't think of a National Champion who hasn't been the most prepared, most focused and most able to pull together as a team to adapt and overcome the many challenges of a long season and ultra-competitive tournament. As competitive as the Real Estate and Construction business is, I often use sports analogies to describe Samet Corporation. In concert with 'March Madness', I can see we resemble a world class basketball program. We have an experienced coaching staff that has mapped out a program that provides our associates the resources and training required to be prepared to execute their roles at very high levels. The program includes geographic growth, product knowledge, job competency, fostering leadership and teamwork. With offices in Charleston, Raleigh, Charlotte and Greensboro we are delivering excellent results. We are putting points on the board for our customers, trade partners and each other by extending our expertise to those who appreciate the knowledge, care and leadership our associates demonstrate every day as we deliver on-time and on-budget as promised.

I continue to be impressed with the capabilities of our associates and our ability to execute on

very complex projects. The hard work, planning and training that we invest in has put us in the right position to be successful today and in the future as the provider of choice for our clients. No matter what obstacles we may face, we have associates who understand how to execute their roles and responsibilities in a team environment while continuing to adapt, innovate and train to better prepare for those new and different opportunities of tomorrow!

In post-game interviews, winning coaches rarely take credit for the plays he or she called. It is always about the team and individual contributors executing the plays with skill, grit and intelligence to secure the 'Team - Win'. When people comment on the success of our company or a specific project my response is the same, 'We have an incredible team of associates who make it possible for me to hear what amazing things Samet Corporation has accomplished!'

The current economic environment is creating many tremendous opportunities - our backlog is at the highest level in our history and is chock-full of great projects with some wonderful, trans-formative customers. I look forward to seeing all we can accomplish by committing to and following through with our playbook as prepared, focused and innovative partners on the same team!



## Samet Snapshot

### Areas of Operation

Greensboro, NC  
Raleigh, NC  
Charlotte, NC  
Charleston, SC

### Types of Work (Volume)

Commercial/Industrial	26%
Education	32%
Healthcare	2%
Housing	40%

### No. of Associates

Greensboro, NC	90
Charlotte, NC	40
Raleigh, NC	11
Charleston, SC	5



Associate Spotlight:  
David Witzel  
Precon Project Executive

Featured Project:  
Oak Grove  
High School

Samet Corporation  
Opens Office in  
Charleston, SC

Partnering for Success:  
Triad Design Group

A Little Advice  
Can Save a Life

# Associate Spotlight

**David Witzel** Preconstruction Project Executive, Raleigh, NC

**How did you choose preconstruction as your career?** I left high school and began working in construction as a summer field laborer while attending college to be a Science / IT Professional. I graduated College and was not able to find a Computer Science job in my home town at that time. I continued to work field construction and advanced slowly, finally leaving the field and taking a role as an Estimator / Sales Professional. The rest has been a series of hard work and advancement to get to Samet today.

**What do you enjoy about your role as Preconstruction Project Executive?** I enjoy developing relationships with our clients. Helping them achieve their goals to obtain a facility that enables them to realize their business plan objectives. Most importantly, I enjoy seeing things come together for the end user's benefit in the areas of schools, colleges and hospitals, where the outcomes are truly rewarding.

**Share with us about your family.** Married 25 years to my wife, who is my MUCH better half, Pamela. Four children – three girls – two in college, one in high school, and one son in 8th grade. Two dogs, three cats, one parrot, one bearded dragon, and one gecko.

**What interesting challenge you have overcome in preconstruction?** My usual challenge is resolving the difference between the Owner's budget and their expectations of the finished project. One of my most memorable is WSSU Donald Julian Reaves Center, where the initial project estimate came in at \$25M on a \$28M budget. The Samet / SRS team, working collaboratively with the Owner and Design Team, was able to deliver an outstanding facility on time and in budget.

**What has been your favorite project? Why?** Tri-City Christian Academy. This was a school project for the Seventh Day Adventist Community in High Point. The project was a budget challenge from the beginning, trying to squeeze all of the needs of the students and the community into the budget. At one point there was a very strong chance that the project would not be completed with Samet, but thanks to

the determination and commitment of the Samet Team, from Business Development to Preconstruction to an outstanding Operations effort, we delivered a First Class Facility.

**What were your childhood hopes for your career?** I actually originally started wanting to be a Civil Engineer. Being a college student in the eighties, Computer Science jumped out at me and I followed that path. Eventually, it was my degree in Computer Science that enabled me to achieve this level of success in the construction industry, and for that I am truly grateful.



# Featured Project

## Oak Grove High School - Winston-Salem, NC

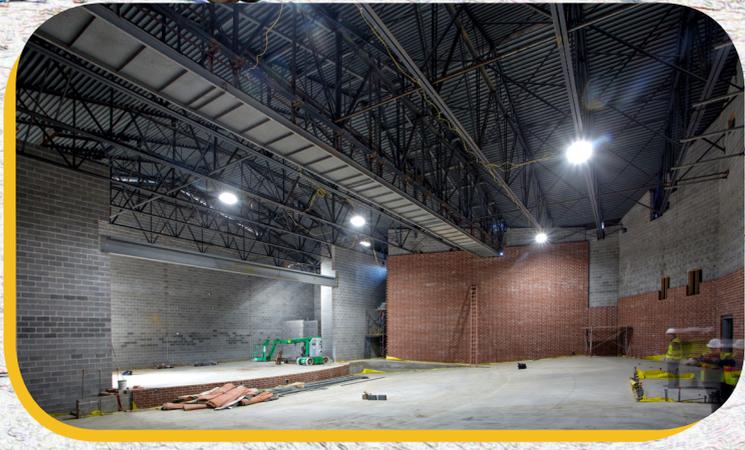
Set to open in Fall 2017, Oak Grove High School is Davidson County's new state of the art, 188,000 SF high school. This highly anticipated project led by Robbie Putnam - Project Manager, Chris Plunkett - Superintendent, Kurtis Hicks - Superintendent, Kyle Isley - Asst. Project Manager, Jack Confer - Superintendent, Blake Bost - Superintendent & Tommy Crawford - Superintendent includes the following amenities:

- Football stadium with rubber coated track, field house, pressbox, ticket booth, bathroom & concessions building
- Baseball and softball fields with concessions and bathroom building
- Soccer field
- Football practice field
- Tennis courts
- Agri-science building with adjacent greenhouse
- Welding Lab
- Auxiliary gymnasium
- 550 person capacity Auditorium





*Oak Grove Project Team: Kurt Hicks, Jack Confer, Chris Plunkett, Blake Bost, Tommy Crawford, Kyle Isley, Robbie Putnam*



# Samet Corporation Opens Office in Charleston, SC

The Charleston Harbor has been deepened; Volvo has selected the Charleston area for the location of its FIRST American auto factory; and Samet Corporation's newest office is now located in Charleston, South Carolina!

Samet recognizes that Volvo's investment of up to \$500 Million in a facility, with a capacity to initially produce up to 100,000 cars per year, will have a very significant impact on the area. Approximately 30-40 new households are moving into the Charleston area on a daily basis and with this growth, new schools, multifamily housing, infrastructure, manufacturing, distribution and healthcare needs are emerging in the marketplace. Bob Austin, a fifteen year Samet associate, will lead the Charleston office as Project Executive and Dave Eckert, a local Charleston resident, has joined our team as Market Development Manager. With over 65 years combined experience, Field Executive, Mark King and Senior Superintendent, Ole Olson will take the on-site project lead.

Our Charleston team is leveraging our collective experience, *The Samet Way*, to pursue and successfully win our first projects as a local builder in the Commercial Industrial, Education, Multifamily and Healthcare sectors. In addition, our Real Estate team is working closely with our Charleston office to locate strategic industrial development positions, working to meet the expected manufacturing and distribution need in a tightening industrial real estate market.



Charleston Office Team: Dave Eckert, Bob Austin, Ole Olson, Mark King

Innovation

# Partnering for Success

## Triad Design Group

The foundation of success for every Samet customer is a team of trade partners, design professionals and team members who deliver excellence in their respective field and execute on the project goals in accordance with *The Samet Way*. For more than 20 years, Triad Design Group has been one of those key design partners. Delivering excellence in Architectural Design, Civil and Structural Engineering, the team at Triad Design is a trusted partner, enabling Samet to provide a competitive advantage to our customers. Thank you Triad Design for your continued partnership and good work!



## A Little Advice Can Save a Life

Senior Superintendent Bob Crosby was concerned about the movement of the heavy grading equipment and the undulating terrain on the Guilford Middle School project. While he was out walking the site, he observed an operator not wearing his seat belt. Knowing the importance of our Safeguarding Families program, Bob immediately stopped the operator and reminded him to wear his seat belt. A few days later that same operator was in the process of unloading soil on an elevated stockpile of dirt. As he started up the stockpile, the rear end of his machine started to slide down the slope. The operator was unable to correct the slide the machine turned over and landed upside down. The operator was left hanging upside down, **belted in place and unharmed.**

Within minutes after the incident, the operator sought out Bob, thanked him for enforcing seat belt requirements and *The Samet Way*, and for giving him another chance to safely provide for his family. Great work Bob!



Guilford Middle School



Senior Superintendent, Bob Crosby



www.sametcorp.com

309 Gallimore Dairy Rd, Suite 102 | Greensboro, NC 27409

5605 Carnegie Boulevard, Suite 310 | Charlotte, North Carolina, 28209

5420 Wade Park Blvd, Suite 104 | Raleigh, NC 27607

2457 Aviation Ave, Suite 122 | Charleston, SC 29406



## Available Properties



### 2390 Park Center Drive - Mebane, NC 27302

#### Warehouse and Office Building

- 83,000 SF fully conditioned warehouse
- Office area, production room, workshop, freezer, break room, and locker room included
- Load-bearing insulated precast panels with a structural steel frame construction
- (12) Dock area doors
- Pregraded expansion pad allowing growth up to 175,000 SF total
- 30' clear height

**Please Contact Chris Lowe, CCIM - Broker / Asset Manager**

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