

The Samet Way

Building Structures. Building Relationships.



North Carolina Industrial Center - Mebane, NC

Executive Post

Rick Davenport President - Construction, Greensboro, NC

The economy in the Southeast is continuing to improve and our efforts to grow our business strategically are paying dividends! The complex project experience we have gained over the past 5 years is proving to be a competitive advantage for us. We are creating many new and exciting opportunities in each of our core markets; Charlotte, Greensboro (Triad) and Raleigh. In addition, we are pursuing a number of relationship driven projects ranging from southern Virginia to Charleston, SC!

While continuing to leverage this project experience in the Commercial/Industrial, Healthcare, Housing and Education sectors is a mainstay of our long-term growth strategy, we are most excited about our efforts to develop organizational depth. We are improving corporate training and career-path development to deliver operational excellence through greater investment in the business infrastructure and processes associated with the fundamentals of The Samet Way!

Together, with our Culture of doing the right thing for our customers, associates and trade partners, the fundamentals of The Samet Way; Plan the Job, Know the Job, Protect the Job, Ex-

ecute the Job and Make the Job Safe, provide a platform and a corporate focus to consistently support and empower our high performing teams! This is an exciting time to be associated with Samet Corporation. Each time we visit a customer, meet one-on-one with a Samet Associate, or talk with a trade partner, we recognize the impact our organization has on our community and how proud we are of everyone here at Samet!

This edition of The Samet Way highlights North Carolina Industrial Center (NCIC), a place where our CORE VALUES of Service, Quality, Innovation, Trust, Safety and the application of The Samet Way has contributed to the creation of hundreds of jobs and millions of dollars invested in our community over the past 15 years!

We hope our work inspires and enables each of you to be involved and to maximize your potential in this growing industry!



Rick Davenport
President, Construction



Samet Snapshot

Areas of Operation

Greensboro Area
Raleigh Area
Charlotte Area

Types of Work (Volume)

Commercial/Industrial	31%
Education	27%
Healthcare	10%
Housing	32%

of Associates

Greensboro, NC	100
Charlotte, NC	42
Raleigh, NC	6
Charleston, SC	4

Service	Quality	Innovation	Trust	Safety
				
Associate Spotlight: DeJuan Jerigan Senior Superintendent	Featured Project: North Carolina Industrial Center	Office Renovations: Creating New Environments	High Point Fire Fighters Train in Tri-City Academy's Legacy Building	Innovative Safety Practices: Making Safety Personal

Associate Spotlight

DeJuan Jernigan Senior Superintendent, LEED Green Associate, Greensboro, NC

How did you choose construction as your career?

As a child, my dad, grandpa and uncle Mancil had a contracting company building houses in addition to their regular jobs. When not in school, I was with them. When I was too small to work, they gave me stob (a wooden stake for concrete work) with a nail in it. I would tie a piece of paper to the stob and make a sailboat to float in the gutters. When I was old enough, I learned how to sweep and pick up trash, this started my career as a carpenter.

In the Marine Corps I was a teletype operator and cryptor. I tried a couple of things when I got out of the military, but went right back to being a carpenter. I even went to trade school at night to achieve my associate degree in carpentry while building custom homes during the day.

I soon landed a job as the leader of a small crew working for a company building custom homes on Hilton Head Island. Early on, I noticed old guys, at least I thought they were old, climbing around rafters and setting trusses and I decided if I was going to stay in the construction field, I needed to be the guy running the jobs. Many times over the years I have been asked to work in an office, but my love has always been in the field. If I was to pick a motto that I would like to be associated with, it would be "We Build".

Describe your perfect work day.

I am a morning guy. My perfect day is a 45 minute early ride to work, while traffic is slow and I can enjoy a solid 45 minutes of prayer and getting ready for a fast paced day; A day full of construction and activity so that when two or three o'clock in the afternoon comes around I make the statement "wow, I missed lunch". A day when I look around and everyone is engaged in the same goal. A day when every one goes home to their family without any injuries. A day that on my prayer ride home I can say "I gave my best today". That is my perfect work day and what I strive to achieve everyday.

Tell me about your family.

Outstanding family! I married way over my head, my wife is a saint who has put up with me and construction for over forty years. A son who is striving to make it in the music business and another son who is doing his best to get through high school. We are a blessed family.

Describe your perfect Saturday.

Head phones on [old school-not ear buds], praise and worship music on, my lawn mower, sun shining and plenty of gas.

What has been your favorite project? Why?

I have two - The Joint School of Nanoscience and Nanoengineering and The Grandover Hotel. Both were once in a life time jobs; high dollar jobs from one end of the spectrum to the other. A joint venture job with extreme pieces of equipment and spaces that stretched my imagination and a five star hotel where I bought trim by the mile. I admit, at times both tested my Faith.

What are the 3 most important things in your life?

God, Family, Church and Career, I have four.

Do you have any advice for aspiring superintendents ?

Yes, have a Mentor and listen to them.



Featured Project

North Carolina Industrial Center - Mebane, NC

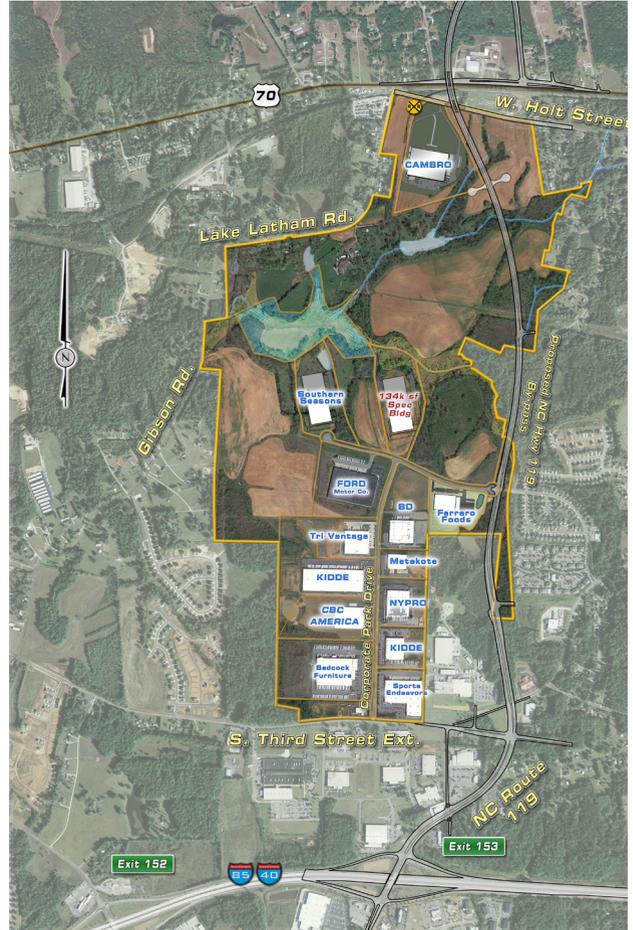
The North Carolina Industrial Center, known commonly as NCIC, is a 600 acre industrial park originally developed by Samet Corporation in 2001. This project stands as a hallmark of all of Samet's service offerings including Real Estate Development, Design, Construction, Real Estate Sales, Leasing and Property Management. Samet has been fortunate to lead this important project for the past 15 years and is on track to continue the project for the next ten years, until its completion. To date, the park includes 15 facilities constructed by Samet Corporation representing more than \$140,000,000 in industrial tax base for Alamance County and provides over 1,100 jobs as an industrial center of activity for central North Carolina.

Currently, Samet Corporation has 6 active construction projects within the park. Those projects include:

- 90,000 SF distribution center for Southern Season
- 134,000 SF build-out for CBC America
- Installation of a new NC Railroad track and rail spur
- 120,000 SF expansion to the Kidde Fire Safety Distribution Center
- 134,000 speculative industrial shell building
- 15 acre site prep for a future industrial user

This level of activity and work provides a platform for Samet Corporation to continue to successfully provide our services in accordance with the guiding principles of The Samet Way.

Planning the industrial park development began with initial conceptual master plans, early due diligence and site



investigative work to ensure Samet could minimize site risk associated with the development and future build-out of the park. That early due diligence work continues to provide knowledge today that helps Samet's business development efforts in the park to secure new projects and serves as a competitive advantage against sites with which NCIC

200 Acres Developed

\$140M Tax Base Created

Over 1,100 Jobs

15 Buildings Constructed

Approximately 2M SF Under Roof





NCIC Development Team: Deanee Popp, Mike Brown, David Greene, Chris Lowe, Brian Hall, Scott Murray, Chris Brown, Demetrius Faulk, Bill Wooten, Cathy Chandler, Pam Hillerby, Beverly Barker, Leslie Porter, DeJuan Jernigan

competes. The quality and capacity of the infrastructure installed in the park, the certification provided to the park by the NC Department of Commerce designating the park as a North Carolina Certified Site and the development standards continuously implemented by Samet Corporation for NCIC, protect the value of each individual building inside NCIC. Samet's early planning, intimate knowledge of the site and the beneficial protective qualities creates the opportunity for Samet to continue to execute some of the most impressive industrial development and construction projects in the state.

The long term partnership between Samet and the original family farm owners and operators, the Ray Family, created a vehicle for the Ray family legacy to continue indefinitely.

By leveraging their farm, utilizing the services Samet provides, creating a job and tax base growth engine for the local economy of central North Carolina, the Ray Family has created a major employment center for North Carolina. This development has been instrumental in creating a competitive advantage for Samet, allowing Samet to engage with potential industrial clients early in the site selection process. This early involvement creates the opportunity for Samet to leverage the full capabilities of The Samet Way, adding maximum value to any project. Samet Corporation's real estate development capabilities have been a key to the success of Samet Corporation. North Carolina Industrial Center serves as the model project, integrating the value of the full breadth of services provided by our company.

"Samet's great reputation and quality product, combined with Mebane's pro-business environment and streamlined permitting process, continue to make our City a location where companies can thrive. As a developer, Samet adds value to their (and our) customer's bottom line with a full array of services and a good working relationship with a City that wants to do the right things in the right way. Samet's ongoing, and aggressive development of the NCIC has helped, not only to re-shape the nature of our local corporate base, but to greatly expand it."

- David Cheek, City Manager of Mebane.

Office Renovations

Creating New Environments

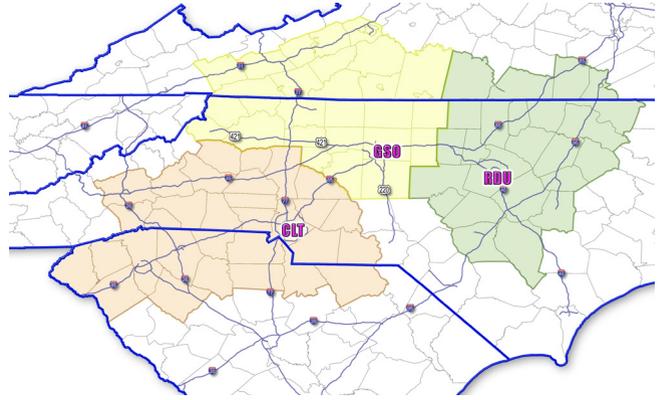
The entire construction industry exists to create new environments. At Samet, we believe creating a new environment is an important opportunity to innovate with space utilization, process, systems, methods and function. This year, we are putting our belief to the test with our own work spaces.

In Charlotte, we are more than doubling our office footprint by relocating into a space that's more than 5,500 SF. The relocation of our Charlotte office will provide us with more room for our continually expanding team and will enhance our collaborative space, encouraging information and creative flow. The new office space is owned by a potential client, leveraging our opportunity to build relationships. Located in SouthPark, the new office space provides our team walking access to a multitude of amenities including restaurants, work out facilities and the SouthPark Mall.

In Greensboro, we are in the planning process of completely renovating our current office layout. New, open, collaborative work environments are critical to the renovation plans. Our new office layout will create space where teams can easily work together on a project in a comfortable atmosphere. Ease of access and connection for our mobile project teams are a critical component to the renovation plan.

In Raleigh, our office plans are just beginning, with our Triangle projects actively underway and a search for upgraded office space engaged.

Working together and creating spaces that facilitate a positive working environment is our goal with each office.



Primary Operating Geographies



Samet office: open, collaborative layout
Charlotte, NC



Challenge

If you could design your own workspace, what would be most important to you? Visit [facebook.com/sametcorp](https://www.facebook.com/sametcorp) and share your ideas. We will give a **\$100.00** Visa gift card to one lucky correspondent!

One More Chance to Teach

High Point Fire Fighters Train at Tri-City Christian Academy

Samet Corporation is working alongside Tri-City Christian Academy in High Point, NC to build their new academic school facility. While progress is well underway for the new building, the legacy school building saw its last students the end of this past school year, at least its last traditional students. Prior to demolition, the High Point Fire Department was able to use this facility to educate one final time. This time for search and rescue training. The large open space of the gymnasium provided an opportunity to review procedures for searching a large area while ensuring the firemen maintain their awareness of how far into the building they have gone, and more importantly how to get back out!

To simulate a smoke filled environment during some of the maneuvers, the firefighters covered their face with their firefighting hood to block their vision. Relying on each other and their safety gear, communication during their training was critical. While searching the rooms the firefighters stayed in physical contact while moving down the hallway. When they separated to search individual rooms, they continued to maintain verbal communication as each went down separate sides of the room. It was inspiring and a lesson for us in teamwork to watch their commitment to their job and to each other.



“(the) use of facilities such as this is invaluable. We encounter unfamiliar surroundings at each call and to be able to train in a location such as this provides us a great opportunity. The High Point Fire Department appreciates local involvement of this nature and would like to thank Tri-City Christian Academy and Samet Corporation.”
-Deputy Chief Tim Wright

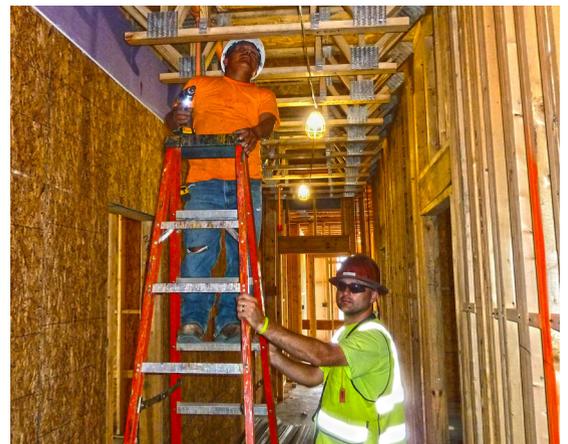
Innovative Safety Practices

Making Safety Personal

When observing someone working safely, our team is encouraged to recognize the individual in a positive and specific way. We also emphasize positive reinforcement for those who do things right. Recognizing someone may include a simple “thank you” when inspecting the job site, or a more formal acknowledgment during subcontractor meeting.

Safety Director, Bruce Jaworoski was walking the Link Glenwood with Superintendent, Chris Croniser and Chris observed a subcontractor violating safety code standing backwards on a ladder. Chris approached the worker and asked him to get down off the ladder. Chris explained to the worker the safe use of the ladder, and he also contacted the subcontractor’s Foreman to ensure his employees are informed of the job specific safety plan.

Chris demonstrated a caring attitude as he was implementing safe practices at his job site. Chris complimented subcontractors who wore clear glasses while working inside the building. Chris was observed coaching people, in a positive manner, about working safely creating a personal level of trust. Great job Chris!



Chris Croniser educates subcontractors on the importance of ladder safety at Link Glenwood Raleigh, NC



www.sametcorp.com

309 Gallimore Dairy Rd, Suite 102
Greensboro, NC 27409

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

215 Glenwood Ave, Suite A
Raleigh, NC 27603



Available Properties



1414 Yanceyville Street - Greensboro, NC 27405

- Located one block from Moses Cone Hospital
- 12,400 ± SF available
- Currently in shell condition
- Flexible floor plan
- 175 parking spaces for total facility
- Current tenants
 - Biscuitville Corporate Office
 - Greensboro Headache Wellness

Please Contact Chris Lowe, CCIM

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