

4th Edition

# The Samet Way

Building Structures. Building Relationships.



Link Apartments Glenwood South - Raleigh, NC

# Executive Post

## Rick Davenport President, Construction

Accelerating communication cycles and new technologies increase the pace and broaden the scope and impact of changes around us. I'm sure that you, like me, have noticed how quickly news happens and is shaped, broadcast and reshaped yet again. How fast can we learn? How fast can we adapt?

As events unfold around us, having the vision to quickly see the connections and predict possible outcomes can create opportunities for those who embrace change and move toward the opportunity. In the words of hockey great Wayne Gretsky, "Skate to where the puck is going to be, not where it has been."

There is significant population growth in the southern U.S. Case in point: there are 30-40 net new households moving to Charleston, SC every day. With both the Panama Canal widened and the Charleston Port deepened to accommodate supertankers, goods will move more rapidly and efficiently to and from Europe and Asia – right through Charleston!

With population growth and economic activity coming to Charleston, SC, that area will require investment in schools, hospitals, infrastructure, industry, multi-family and senior housing. We are focused on scaling up our capabilities to handle the variety of work that will result from

this emerging set of circumstances we call our economic reality...our marketplace.

Our company is investing heavily to prepare for the future. We have a strategic plan that enables growth and prepares us to respond to new opportunities in the marketplace. We are ready to capitalize on the growth that will occur in the Southeastern U.S. because of our Strategic Plan that is as simple as 1-2-3.

1. We will leverage our Core Values of Service, Quality, Innovation, Trust and Safety to build a superior network of Associates, Trade Partners and Customers.
2. We will navigate using our Operating Principles to continually improve the way we Communicate our Culture and Strategy, build our Organizational Depth and deliver Operational Excellence in order to Leverage our Competitive Advantages.
3. We will execute on the 5 Primary Fundamentals of The Samet Way: Plan the Job, Know the Job, Protect the Job, Execute the Job and Make the Job Safe.



Rick Davenport  
President, Construction



### Samet Snapshot

#### Areas of Operation

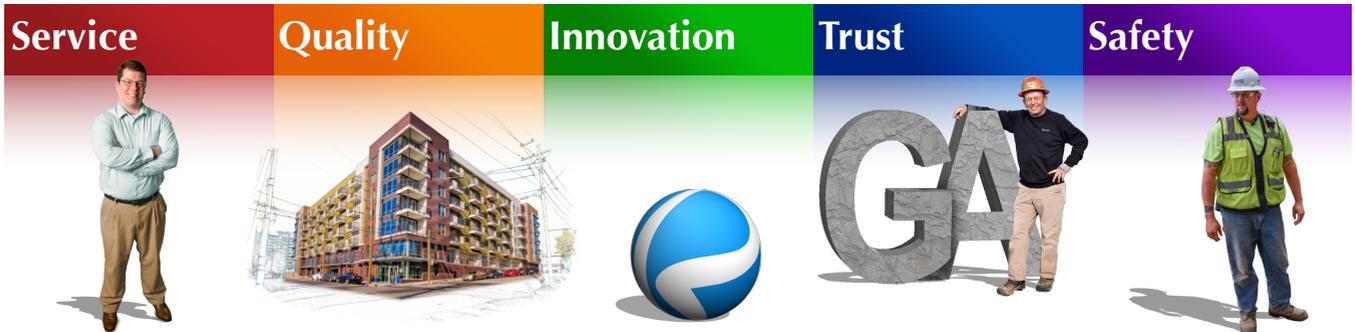
Greensboro Area  
Raleigh Area  
Charlotte Area  
Charleston Area

#### Types of Work (Volume)

Commercial/Industrial	49%
Education	17%
Healthcare	4%
Housing	30%

#### No. of Associates

Greensboro, NC	86
Charlotte, NC	40
Raleigh, NC	10
Charleston, SC	2



Associate Spotlight:  
Joe McCauley  
Business Services Mgr.

Featured Project:  
Link Apartments  
Glenwood South

5 Things You Didn't  
Know About Bluebeam

Subcontractor Shout-out  
Gary Abbott

A Different Approach  
to Safety: Chris Plunkett

# Associate Spotlight

Joe McCauley Business Services Manager, Greensboro, NC

## Tell me what a Business Services Manager does?

This position is all about adaptability and multi-tasking. There is no such thing as a typical day in the life of a Business Services Manager. The best part of this job, for me, is the pace and involvement in many facets of our company. My typical day involves helping our Associates with “how to” questions related to our various systems, along with helping to develop and promote The Samet Way processes, procedures, and documentation. My position works with our Field Management associates in Project Management as well as Preconstruction, Accounting, Project Coordination and Administration. All in all, I assist and train Associates from the beginning of a job (Preconstruction) to the end of a job (close-out)!

## Tell me about your family.

I have been married to my wife, Blair, for nearly 10 years. We met at UNC Chapel Hill in 2001 and have been together ever since. We really like Golden Retrievers and plan to get a puppy soon.

## If you could go anywhere in the world on vacation, where would you go? Why?

Blair has always wanted to go to Italy. She was not able to visit during college, so I promised her when we got married that for our 10 year wedding anniversary, I would take her. It just so happens that this summer is our 10 year wedding

anniversary and that promise is becoming a reality. Being able to immerse ourselves in the culture of Italy, including their wine, food, and history, is a dream come true.

## Do you have any advice for someone new to Business Services?

Learn to adapt and be versatile. Business Services is fast paced and constantly evolving and changing. If you have the ability to multi-task and juggle several tasks at once, then you are the right person for this job. You must have the perfect balance of attention to detail coupled with a sense of urgency to succeed.

## Joe is our Resident Expert in:

- Bluebeam
- Prolog Mobile
- Viewpoint Content Management
- The New & Improved Sametnet



*“Joe has a vision to create scalable outcomes that serve our project teams more effectively. He is an extremely approachable guy who continually looks for ways to enhance efficiency and standardization for our Associates, both in the field and in the office. Joe is always looking for ways to improve our systems and processes to create better results for his customers!”*

*-Keith Price, Director of Operational Excellence at Samet Corporation*

# Featured Project

## Link Apartments Glenwood South - Raleigh, NC

Raleigh's Glenwood South District, once a quiet row of warehouses and art supply stores, continues to transform with the completion of the Link Apartments Glenwood South. As the community is brought to life by way of new restaurants and retail stores, the demand for housing in the area grows as well. The eight-story, Link Apartments bring 204 new luxury apartment units along with 247 parking spaces for its residents.

The construction team, comprised of Brett Relick, Chris Tatum, Chris Swanson and Chris Croniser, was faced with several challenges during the construction of this project and was forced to employ innovative strategies throughout the project. One of the biggest challenges was the size of the site. To maximize the 1.5 acre site, the building was constructed on a curb to curb footprint and required a 28' deep excavation. Due to the lack of space, a tower crane was used in lieu of a lay down yard.

Designed by architectural firm, Cline Design Associates, the Link Apartments Glenwood South is a perfect blend of contemporary forms with durable, traditional materials such as stone veneer, cementitious siding and stucco, creating a well-balanced transition between the commercial and residential uses on Glenwood, Jones, Harrington, and West Streets as well as the immediate surrounding contextual area.



*"Grubb Properties has benefited greatly from the relationship that we've been able to build with Grubb Properties Corporation. They have worked with us on Link Apartments™ in Charlotte, Winston-Salem, and Raleigh, North Carolina. We hope to utilize them in the future in order to achieve the highest quality of service."*

*-Daniel Schumacher, Executive Director*



*Link Apartments Glenwood Team: Brett Relick, Chris Tatum, Chris Swanson, Chris Croniser*



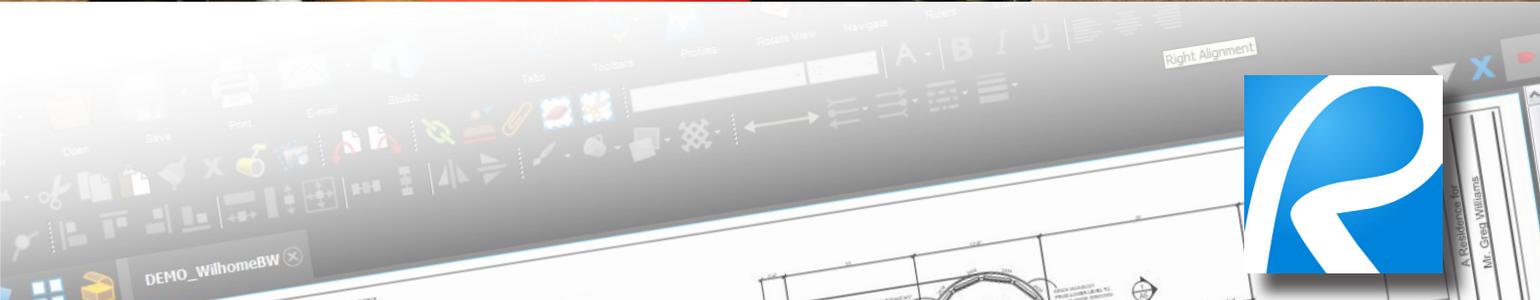
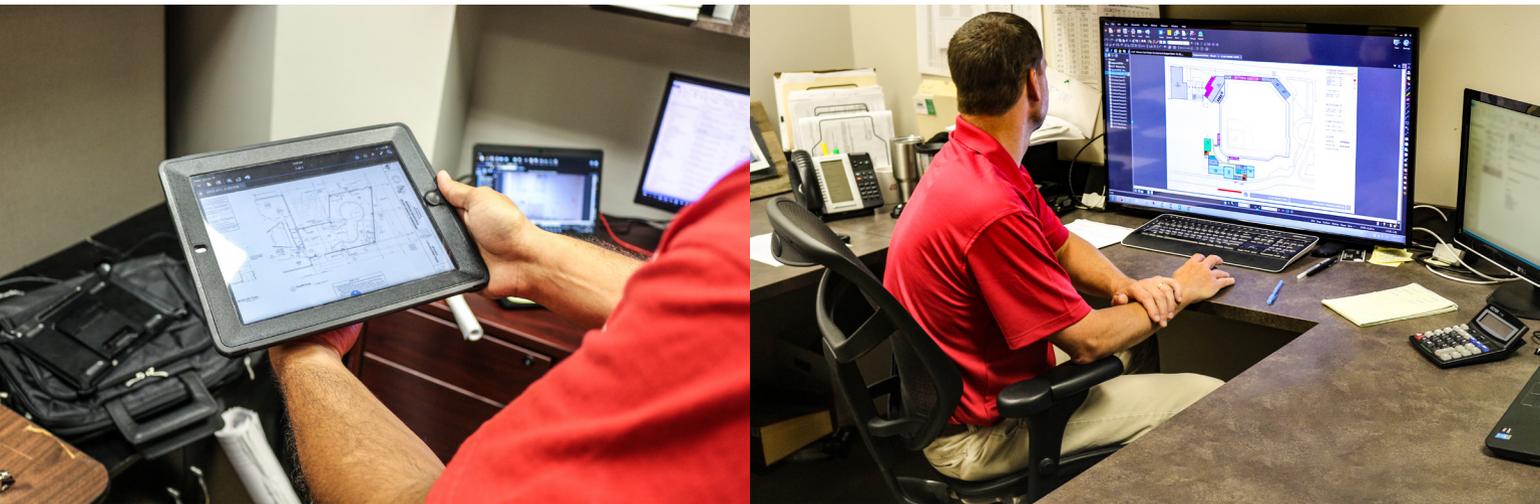
*Build with Samet  
Salem, and Raleigh, North  
of construction.”  
ative VP Grubb Properties*

# 5 Things You Didn't Know About Our Electronic Document Capabilities

Every day at Samet, we leverage a highly efficient software platform used for viewing, organizing and editing PDF files. Samet project teams use Bluebeam daily in the field to record and track their projects. What most people don't know is that our capabilities extend far beyond that. Here are five features you may not have known about:

1. **Live Documents** - This feature gives users live access to all related project documents stored on the network drives directly on a laptop or tablet. This can be used in the field for real time document mark-ups or for allowing team collaboration on a single document.
2. **Optical Character Recognition (OCR)** - Our process can convert the text on many flattened documents or photographs into text that can be edited and modified.
3. **Compare Documents** - We can scan two similar documents and find any discrepancies between the two. An old plan can be compared with a revised plan using "Compare Documents" and all changes made will be revealed.
4. **Sync Documents** - This provides another way for users to compare two documents. Sync allows two documents to be viewed side-by-side and to scroll simultaneously when comparisons must be made.
5. **Punchlist** - Punchlist items can be dropped, in real-time, directly onto a digital plan along with photos and who is responsible for tending to the issue.

Innovation



# Subcontractor Shout-out

## Gary Abbott

Anyone who works at Samet knows Gary Abbott, owner of Quality Drywall & Associates. As a dedicated subcontractor and all-around nice guy, Gary has become a friend to us. When you first meet Gary he will likely greet you with a joke, and if you are lucky, you just might get a few fishing secrets out of him!

“Gary has been a subcontract trade partner with Samet for more than 20 years. In all of my years of working with Gary, I have found him to have the care and concern of Samet and out customers at the forefront of his work. Gary has the ability to look at the work and anticipate the issues that may arise and bring them to the Samet team for resolution before they become an obstacle. Gary is the type of subcontractor we value and continue to need. Whether he is bringing us fresh fruits and vegetables or just coming around to say hello, Gary’s presence is always known and welcoming. I consider him a valuable part of the Samet team and a friend.”

-Marshall Tuck, Vice President at Samet Corporation



Gary Abbott

# A Different Approach to Safety

## Chris Plunkett

Chris, our lead Superintendent at Oak Grove High School, knows planning is essential to ensure our trade partners understand their safety responsibilities on the job site. Chris holds pre-construction meetings with each trade partner to ensure understanding of Samet’s safety expectations and he personally conducts safety orientations with all the workers arriving on the project.

Chris has implemented Samet’s Most Valuable Asset (MVA) Incentive Program which rewards workers who work safely and consistently wear their personal protective equipment. Samet Superintendents give MVA cards to individuals throughout the week as they observe work being done in a safe manner. Weekly safety meetings are held with the entire work force on the project site. At the start of the meeting, anyone who has received an MVA card during the week puts the card(s) into the MVA bucket. During the meeting, one MVA card is chosen from the MVA bucket and the individual receives a gift card (i.e., Sheetz, Subway, etc...). Chris and the entire project team have embraced this positive safety reinforcement program.



Oak Grove High School: Kurtis Hicks, Chris Plunkett, Joe Dubel

In addition to the MVA program, Chris has organized and leads a project safety committee with each trade partner represented. Weekly, the committee inspects the project with the purpose of expanding members’ knowledge of potential safety hazards, observing workers to acknowledge their safe work practices and identifying and correcting any lapses in safety performance.

Chris’ safety leadership has created an atmosphere of trust and a model for a sustainable safety culture on the Oak Grove High School project. Samet’s Safety Director’s inspections have revealed no serious hazards observed and no PPE violations. Chris has proven to be an exemplary leader. Great job “Safeguarding our Families”!



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

2475 Aviation Ave, Suite 122 | Charleston, SC 29406



## Available Properties



### Spec Building: 500 Gallimore Dairy Rd - Greensboro, NC 27409

Spec building located less than one mile from PTI International Airport

- 120,000 +/- SF Warehouse (shell condition)
- First Bay Engineered to Accommodate Mezzanine Office & Storage
- Column Spacing: 50' x 50'
- Eave Ceiling / Clear Height - 26'
- 20 Paved Parking Spaces (Expandable to 180)
- Dock Area Doors:
  - (10) - Dock High - 10' x 9' (Expandable to 24)
  - (1) - Drive-In - 14' x 12'

**Please Contact Brian Hall - Real Estate Project Manager**

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