

The Samet Way

Building Structures. Building Relationships.



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Woodfield - Graham St.

Executive Post

As CEO of Samet Corporation for the last 13 years, this is the most exciting time that I've been associated with our team, strategic partners and customers. We weathered the financial crisis by focusing on our core values (Service, Quality, Innovation, Trust and Safety) and we are substantially a better company today. Having "grown up" in this business I am proud of the scale and diversity that has been developed into our team while maintaining the core values Norman Samet, Chairman & Founder, instilled in us from day one. Norman always allowed us, as Samet associates, the opportunity to provide entrepreneurial and innovative solutions as long as it was customer focused. We are building more complex projects with the most sophisticated customers in the industry. Our success is based on the talented associates and our leaderships' focus on professional development and innovation. It's difficult work taking a company through a transition of scale, ensuring we maintain the value based leadership model, but we believe it is our responsibility to the associates at Samet as well as our customers to deliver the best experience in the industry. With scale

and growth, we are keenly aware that we must drive innovation in every aspect of the organization. We are a company of thinkers and we support diversity of thought, driving new and better outcomes, both in our project delivery as well as our associate development.

This publication, "The Samet Way", will showcase the depth and diversity of our associates and their projects as well as the innovation we use every day to continually push ourselves to deliver the best for our customers. Thank you for reading about a few of the great things our associates are doing at Samet and we hope we inspire you in an innovative way.



Arthur Samet
CEO



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	100
Charlotte	39
Raleigh	5

Service



Associate Spotlight
Bryan Hedgecock

Quality



Featured Project
300 Graham St

Innovation



Introducing...
SAMMIE1

Trust



Internal success
Jordan Garner

Safety



Encouraging Safe
Behaviors

Associate Spotlight

Bryan Hedgecock Project Manager, LEED Green Associate, Greensboro, NC

A company is only as good as its people. One of our best, Bryan Hedgecock, with a winning attitude and stellar work-ethic, is what makes Samet Corporation an incredible company.

How did your career develop?

"I started here as a laborer and my original goal was to get away from working with my father, to go down my own road. As a laborer, I took advantage of Samet's educational assistance, and went to school at night to earn my bachelor's degree. With my degree complete, my outlook on the future changed and I began to think about a career for the first time instead of just going to work. In early 1998, I was offered the opportunity to learn project management. This allowed me to see a side of the business that I had never seen before as a laborer. I became very interested in what it takes to start a project from the beginning and manage a project through completion. The list of people who have influenced me is too long to list. Many of those people are still here."

What do you enjoy most about your role as Project Manager?

"I enjoy working with clients and helping them accomplish their vision for the future. Helping them realize a dream that may have been years in the making keeps me

interested in this role. When the job is done and the client is happy, that's what keeps me going."

What has been your favorite project? Why?

"One of my favorites was Greensboro Ophthalmology. I really enjoyed working with Dr. Sarah Stoneburner and she stands out as one of the best clients I've had through the years."

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

"I would like to go somewhere far away with warm weather and clear blue oceans. No cell phones or internet would be great."

Do you have any advice for aspiring PMs?

"Be patient and stick to the basics. Remember what you learn early in your career, the fundamentals of this business are important."

Bryan was very helpful in guiding me throughout the entire process. He was extremely conscientious in establishing time frames for ordering materials. Bryan was always available and quick to respond to questions and concerns I had throughout the process.

In the event Randolph Bank builds another branch, I would welcome the privilege of working with Samet Construction and Bryan Hedgecock again!

-Alice B. Cook
VP and CEO Randolph Bank



Featured Project

Woodfield - Graham St. Mixed Use Project, Charlotte, NC

Charlotte, NC is the 17th largest city in the U.S. in total population¹ and as a result, urban, mixed use, multi-family residential projects have become a key component of the downtown landscape. Samet Corporation has been fortunate to be a part of the city's growth with the construction of several hallmark mixed use, multi-family projects in the downtown area.

Woodfield is a 408,000 square foot mixed-use complex which has 243 apartment units in a five story wood frame structure on top of a two-level parking deck. The project is located directly across from Charlotte Knights Stadium and one block north of the Carolina Panthers Stadium, directly in the heart of downtown Charlotte. During the pre-construction phase of the project, Director of Preconstruction Derek Lanning, Project Executive, Jeff Hosack, and Project Manager, Brandon Roberson, began the process of planning for the construction phase. They knew from experience that with preplanning, they could execute the project in a manner that would allow various trades to work in multiple areas simultaneously. As a result, Samet expects to be able to allow the owner to begin leasing certain areas of the building prior to overall final completion.

The team analyzed the plans to become fully versed in the project details. They reviewed the plans with each of the key trades to ensure no element was overlooked and everyone understood their role in the successful fulfillment of the Woodfield project.

Samet prequalifies all trade partners working on each of our projects to ensure quality and manage risks. Many of the trades working on the Woodfield project have worked with Samet on other similar projects – they understand Samet's commitment to quality and safety. They understand The Samet Way (Plan, Know, Protect, Execute & Make Safe).

The Project Schedule is the primary tool used to ensure timely execution of the project. At Samet, the schedule

¹From the CharMeck.org website.



is not a one time creation. The project schedule is monitored daily and adjusted to ensure each milestone activity is met. The schedule is discussed in weekly meetings with our trade partners; it is tracked in the job site trailer for all to see; and it is reviewed with the Owner in every meeting. The schedule is the road map for a successful project.

Samet is a North Carolina Building Star Contractor and the Woodfield project is a Building Star Site. As such, the NC Department of Labor visits the site regularly. With the heavily trafficked downtown location, safety is vital not only for the people working on-site, but also to the public passing by in their daily routines. Safety barriers and signage are in place to prevent unintentional access to the site.



Woodfield - Graham St. Mixed Use Project Team: Brandon Roberson, Kevin Pangrazio, Brian Beaver, Jeff Hosack, Derek Lanning, Jennifer Bowen, Ruth Hylton

Introducing... SAMMIE1

Innovation, one of Samet's Core Values, is defined as a new idea, device or method. At Samet, this is a concept considered every day as we follow The Samet Way: planning, knowing, protecting, executing and making jobs safe. The use of remote controlled camera drones is an innovation that transcends each of these fundamentals of The Samet Way.

Samet's drone, SAMMIE1, is used in the field to gain a bird's eye perspective of our jobsites. This unique aerial perspective is proving to be valuable across our entire company in every project's delivery. Early on, during pre-construction, the drone can assist in mapping and exploring areas of the site that are more difficult to access by foot. The data captured by flying cameras can be converted into 3D models that can greatly increase our ability to understand and plan our projects, site logistics and overall field operations.

The use of drones makes it possible for our onsite project teams to know even more about our ongoing jobs. Periodic flights of our jobsites allow us to inspect the project from the air throughout various stages of construction. These high altitude shots capture far more of the project site than ground level photography. These inspections can include time-lapse photography, specific work scope reviews, highlights of geometric relationships of the project and overall project perspectives for the project team and project owner alike.

Owners who are unable to visit their project sites can have drone videos sent to them at regular intervals throughout the duration of



*Cambro Manufacturing
Mebane, NC*

the project. This benefit allows owners to gauge project progress, view the cleanliness of the site, and watch their investment take shape.

During the execution of a project, the use of drones can further extend efficiency in the field. The ability to see from high above tree lines allows for early detection of potentially troublesome site conditions. Throughout any project, at the direction of the owner or project team, the drone can be leveraged from preconstruction site visits through project closeout.

When it comes to safety, all precaution is taken. When the roof of a building is accessed, such as during roof installation, maintenance or inspection, an element of risk is introduced into the project. Drones can help alleviate some of this risk. The high definition camera attached to the drone is powerful enough to see roof details while the operator is safely on the ground.

We continue to find new ways to provide value using SAMMIE1 and its associated technology on our projects. Be on the lookout for "SAMMIE1" coming to a project near you...



Check out the Samet Corp YouTube channel for some recent drone videos!

Challenge

We are always looking for new ways to improve what we do! If you can think of any other ways SAMMIE1 could be used on site let us know. Visit **facebook.com/sametcorp** and share your ideas. We will give a **\$100.00** Visa gift card to whomever has the most creative idea!



Intern-al Success

One of the major challenges facing the construction industry is a lack of young, talented professionals entering the workforce with the desire to pursue a career in construction management. In a strategic effort to address this challenge, Samet began working with Guilford County Schools (GCS) to create an opportunity that would allow students to experience a real life, hands-on construction working experience. The program started with Samet associates in the classroom assisting Tom Bader, Construction Technology teacher at Weaver Academy, in the 2014 winter/spring semester. We provided experiences in lecture format discussing topics centered on Project Management, scheduling, budgeting, management, and safety. The students also visited the Simkins Elementary construction site enabling them to connect the lectures and examples to actual “sticks and bricks”.



Jordan Garner

Based on the success of our classroom participation, our team developed a GCS internship program for Summer 2014. Offered to various classes at Weaver Academy, we provided multiple opportunities for GCS students working with project management, HVAC, and electrical trades. The selection process into the program was treated just like a job application in the “real world”; students were interviewed and those selected were asked to participate in job screening and the application process. Once accepted, the students participated in orientation programs and safety briefings - paperwork and all! Each student earned a wage for their time and commitment to the industry. While focusing on the day to day experience in the construction industry, we also addressed time management and those soft skills that are so very important in jobsite relationships. As a result of the program, Jordan Garner, a recent Grimsley High School graduate, has enrolled at Guilford Technical Community College and is a part-time employee at Samet while he continues his studies in the classroom and in the field!

Samet will continue to build our mentor program and engage interns as standard practice while continuing our efforts to further expand our program allowing Samet in the classroom and GCS students in the field. Our goals are to expose these students to construction management and engage our subcontractors/trade partners to assist with this program and double in size in 2015!

Innovative Ways to Encourage Safe Behaviors

Our Church Street Apartment team has taken a new approach to safety. On the third Thursday of each month, just before lunch, all workers, from all trades on site gather and conduct a Safety Review and Training Meeting. For the meeting, Safety Manager Bernard Urtecho, gathers all the pictures and documentation from the previous month’s work and reviews each item with the entire project team in an onsite presentation. Themes of the presentation are based on OSHA’s

Focus Four: Falls, Electrical, Caught Between and Struck-by. Showing pictures of both the good and bad work items has proven to be a powerful learning tool for the entire project team. The good is celebrated, while the bad is used to educate and discuss how the job can be completed more safely.



*Safety Event at Church Street Apartments
Charlotte, NC*

The team ends our Safety Series with a luncheon for the crew as the construction moves toward the final phase. The workers react well to the training, and important topics are always discussed. This interactive presentation technique makes a positive safety difference with all the crews and supports our effort to continuously improve safety, The Samet Way.



www.sametcorp.com

309 Gallimore Dairy Rd, Suite 102
Greensboro, NC 27409

1315 East Blvd, Suite 250
Charlotte, NC 28203

215 Glenwood Ave, Suite A
Raleigh, NC 27603



Available Properties



NC Industrial Center Spec Building - For Lease in Mebane, NC

- 134,336 +/- SF warehouse (shell condition)
- 100,000 +/- SF Expansion Pad
- First Bay Engineered to Accommodate Mezzanine Office & Storage
- Column Spacing: 50' x 54'
- Center Ceiling Height - 29'
- Eave Ceiling Height - 26'
- Floor Thickness: 6 inches
- Sprinkler System: ESFR
- Exterior Material: Tilt Up Concrete
- Interior Material: Steel Frame
- Up to 150 paved parking spaces
- Dock Area Doors:
 - « 8 - Dock High - 10' x 9' (Expandable to 22)
 - « 1 - Drive-In - 14' x 12'

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