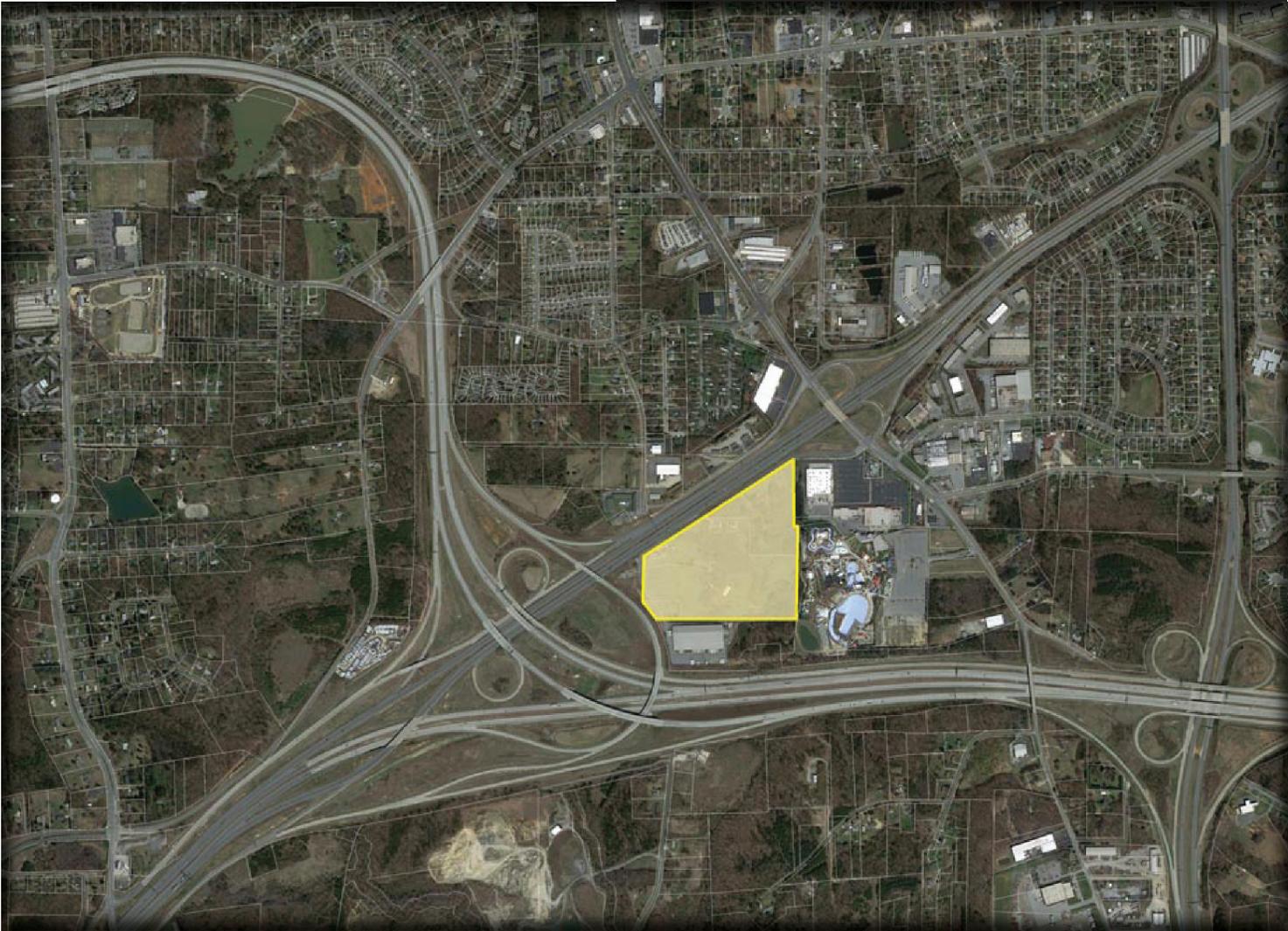


Proposal for Shovel-Ready Industrial Development Program

Greensboro, North Carolina

August 30, 2013



SAMET
CORPORATION

Building Structures. Building Relationships.

309 Gallimore Dairy Road, Suite 102 | Greensboro, NC 27409
www.sametcorp.com

Proposal

Shovel-Ready Industrial Development Program

Brian Hall | Preconstruction Project Manager
Main: 336-544-2600 | Direct: 336-544-2643 | Fax: 336-544-2638 | Cell: 336-362-2026
bhall@SametCorp.com



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

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Section 1

August 30, 2013

Kathi Dubel
Economic Development Program Manager
City of Greensboro
300 W. Washington Street
P.O. Box 3136
Greensboro, NC 27402-3136

RE: LETTER OF INTEREST
Shovel-Ready Industrial Development Site Grading City Loan Requests
38+/- Acres, 2335 Campground Road, Greensboro, NC

Mrs. Dubel,

2335 Campground Road is an ideally located, highly visible, potential industrial development site. In order for the site to be viable and realize its highest and best use, the site needs the support and benefit of the City of Greensboro's Shovel Ready Loan Program. Located inside of the urban loop, at the southern intersection of Business 85, Interstate 85, Interstate 73 and less than a mile from US 220, this site highlights the logistical benefit our community provides and stands as the front door to the City limits for anyone entering Greensboro from the South.

The property has historically been utilized for agriculture. Currently, the property is adjacent to the city limits, in Guilford County's jurisdiction, but with the benefit of the extension of public utilities and this shovel ready program, the site would be available for annexation into the City limits of Greensboro. With easy highway access at Holden Road and Business 85 and better highway visibility than any property in the City limits, this property is uniquely positioned for industrial development.

Access to public utilities and provisions to properly prepare the site for an industrial user are the only opportunity to turn this property that is currently in the county, being used for agriculture into a productive industrial site, creating jobs and boosting the local tax base. We are requesting assistance from the Shovel Ready Loan Program to fund the site preparation work necessary to transform this 38 acres into a prime, highly visible, shovel ready industrial site. Our site development estimate enclosed would complete the entire site work package required to transform this property into a shovel ready site.

The scope of work includes extending public utilities from Holden Road, down Campground Road to adequately serve the site, providing a lift station and force main to serve the site with sewer, erosion control, grading, storm water structures, and the overall site preparation costs to create a Shovel Ready site are included in our enclosed site development estimate. Our estimation of the cost of this work is \$926,700.

309 Gallimore Dairy Road
Suite 102
Greensboro, NC 27409

PO Box 8050
Greensboro, NC 27419
(336) 544-2600

1315 East Boulevard
Suite 250
Charlotte, NC 28203
(704) 697-2125

www.sametcorp.com

Our timeframe for this project is immediate. We are ready, willing and able to move forward with the plans and site construction required for the work necessary for this project, upon the City's approval of our request.

Without the City's support, our expectation is that the site will continue to remain in agricultural use, as the site work costs necessary to make the property viable are a barrier to its future development.

For this project, the developer will be:

Samet Corporation
309 Gallimore Dairy Road, Suite 102
Greensboro, NC 27409

Samet Corporation has offices in Greensboro and Charlotte and is licensed to practice in NC, SC, VA, TN and GA.

We acknowledge all addenda to the RFP, as issued by the City of Greensboro.

The City's investment in this project takes an underutilized property, maximizes its potential at a significantly prominent location and improves our local infrastructure; all while adding jobs and tax base growth for our City.

Thank you for your consideration.

Sincerely,

Samet Corporation



Brian Hall, LEED AP BD+C
Preconstruction Project Manager
bhall@sametcorp.com
336-544-2600 – Office

Section 2



AIA[®] Document A305[™] – 1986

Contractor's Qualification Statement

The Undersigned certifies under oath that the information provided herein is true and sufficiently complete so as not to be misleading.

SUBMITTED TO: Kathi Dubel, Economic Development Program Manager

ADDRESS: City of Greensboro
300 W. Washington Street
Greensboro, NC 27402-3135

SUBMITTED BY:

NAME: Samet Corporation

ADDRESS: P. O. Box 8050
Greensboro, NC 27419

PRINCIPAL OFFICE: 309 Gallimore Dairy Road, Suite 102
Greensboro, NC 274109

- Corporation
- Partnership
- Individual
- Joint Venture
- Other

NAME OF PROJECT (if applicable): Shovel-Ready Industrial Development Site Grading

TYPE OF WORK (file separate form for each Classification of Work):

- General Construction
- HVAC
- Electrical
- Plumbing
- Other (please specify)

§ 1. ORGANIZATION

§ 1.1 How many years has your organization been in business as a Contractor? 52 Years

§ 1.2 How many years has your organization been in business under its present business name? Articles of Amendment was filed May 5, 1987 changing corporate name to Samet Corporation.

§ 1.2.1 Under what other or former names has your organization operated?
Samet Construction Company

ADDITIONS AND DELETIONS:

The author of this document has added information needed for its completion. The author may also have revised the text of the original AIA standard form. An *Additions and Deletions Report* that notes added information as well as revisions to the standard form text is available from the author and should be reviewed. A vertical line in the left margin of this document indicates where the author has added necessary information and where the author has added to or deleted from the original AIA text.

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

This form is approved and recommended by the American Institute of Architects (AIA) and The Associated General Contractors of America (AGC) for use in evaluating the qualifications of contractors. No endorsement of the submitting party or verification of the information is made by AIA or AGC.

§ 1.3 If your organization is a corporation, answer the following:

§ 1.3.1 Date of incorporation: September 26, 1963

§ 1.3.2 State of incorporation: North Carolina

§ 1.3.3 President's name: Arthur L. Samet

§ 1.3.4 Vice-president's name(s)

Marshall A. Tuck

Kathy Pendegraph

§ 1.3.5 Secretary's name: Sylvia L. Samet

§ 1.3.6 Treasurer's name: Norman G. Samet

§ 1.3.7 **President of Construction's name: Richard K. Davenport**

§ 1.4 If your organization is a partnership, answer the following:

§ 1.4.1 Date of organization:

§ 1.4.2 Type of partnership (if applicable):

§ 1.4.3 Name(s) of general partner(s)

§ 1.5 If your organization is individually owned, answer the following:

§ 1.5.1 Date of organization:

§ 1.5.2 Name of owner:

§ 1.6 If the form of your organization is other than those listed above, describe it and name the principals:

§ 2. LICENSING

§ 2.1 List jurisdictions and trade categories in which your organization is legally qualified to do business, and indicate registration or license numbers, if applicable.

North Carolina – General Contractor Unlimited License #3538

Virginia – Building Contractor Unlimited License #2705 023 426A

South Carolina – Unlimited License #G16448

Tennessee – Contractor License #00061081

Georgia – General Contractor #GCCO003331

§ 2.2 List jurisdictions in which your organization's partnership or trade name is filed.

§ 3. EXPERIENCE

§ 3.1 List the categories of work that your organization normally performs with its own forces.

§ 3.2 Claims and Suits. (If the answer to any of the questions below is yes, please attach details.)

§ 3.2.1 Has your organization ever failed to complete any work awarded to it?

No

§ 3.2.2 Are there any judgments, claims, arbitration proceedings or suits pending or outstanding against your organization or its officers?

Please see Exhibit A

§ 3.2.3 Has your organization filed any law suits or requested arbitration with regard to construction contracts within the last five years?

Please see Exhibit A

§ 3.3 Within the last five years, has any officer or principal of your organization ever been an officer or principal of another organization when it failed to complete a construction contract? (If the answer is yes, please attach details.)

No

§ 3.4 On a separate sheet, list major construction projects your organization has in progress, giving the name of project, owner, architect, contract amount, percent complete and scheduled completion date.

See Exhibit B

§ 3.4.1 State total worth of work in progress and under contract:

\$339,400,000

§ 3.5 On a separate sheet, list the major projects your organization has completed in the past five years, giving the name of project, owner, architect, contract amount, date of completion and percentage of the cost of the work performed with your own forces.

See Exhibit C

§ 3.5.1 State average annual amount of construction work performed during the past five years:

\$140,798,734

§ 3.6 On a separate sheet, list the construction experience and present commitments of the key individuals of your organization.

See Exhibit D

§ 4. REFERENCES

§ 4.1 Trade References:

Johnson Modern Electric, East Bend, NC	336.699.3957
Environmental Air Systems, Greensboro, NC	336.273.1975
Chandler Concrete, Burlington, NC	336.226.1181

§ 4.2 Bank References:

Wells Fargo
300 North Greene Street
Greensboro NC 27401
Mr. Paul J. Benz

§ 4.3 Surety:

§ 4.3.1 Name of bonding company:

Liberty Mutual Surety

§ 4.3.2 Name and address of agent:

Robert M. Coon
Bond Account Manager
Scott Insurance
806 Green Valley Road, Suite 200
Greensboro, NC 27404-4703

§ 5. FINANCING

§ 5.1 Financial Statement. Available Upon Request

§ 5.1.1 Attach a financial statement, preferably audited, including your organization's latest balance sheet and income statement showing the following items:

Current Assets (e.g., cash, joint venture accounts, accounts receivable, notes receivable, accrued income, deposits, materials inventory and prepaid expenses);

Net Fixed Assets;

Other Assets;

Current Liabilities (e.g., accounts payable, notes payable, accrued expenses, provision for income taxes, advances, accrued salaries and accrued payroll taxes);

Other Liabilities (e.g., capital, capital stock, authorized and outstanding shares par values, earned surplus and retained earnings).

§ 5.1.2 Name and address of firm preparing attached financial statement, and date thereof:

Bernard Robinson & Company, LLP
P. O. Box 19608
Greensboro, NC 27419-9608
Mr. Freddy Robinson

§ 5.1.3 Is the attached financial statement for the identical organization named on page one?

Financial statement is for the same organization – Samet Corporation

§ 5.1.4 If not, explain the relationship and financial responsibility of the organization whose financial statement is provided (e.g., parent-subsidiary).

§ 5.2 Will the organization whose financial statement is attached act as guarantor of the contract for construction?

Yes

§ 6. SIGNATURE

§ 6.1 Dated at this 30th day of August 2013

Name of Organization: Samet Corporation



By: Arthur L. Samet, President & CEO

Title:

§ 6.2

M r. Arthur L. Samet being duly sworn deposes and says that the information provided herein is true and sufficiently complete so as not to be misleading.

Subscribed and sworn before me this 30th day of August 20 13

Notary Public: *Stephanie E Springer*

My Commission Expires: *11/8/17*



2009 – Samet Corporation v. Ionian Investments, LLC: St. George Square office/retail project in Winston-Salem, NC

Suit and mechanic's lien filed on November 25, 2008 against Owner for contract balance in the amount of \$384,663.42.

Settled at mediation on June 3, 2009

2009 – Samet Building, LLC v. Ethan Point, LLC: Ethan Point Apartments Project, Burlington, NC

Suit filed on September 16, 2009 by Samet Building, LLC against Ethan Point, LLC for non-payment of \$251,198.22. Ethan Point, LLC has refused to pay these monies pursuant to an executed agreement between the parties.

Settled at mediation on March 26, 2010

2012 - Case #12CVS11165 Samet Corporation v. Shallotte Partners, LLC, et.al.: Calabash Town Center Apartments

Suit filed December 11, 2012 by Samet claiming Breach of Settlement Agreement and Unjust Enrichment due to Defendant's disregard for execution of the Settlement Agreement reached at mediation on July 31, 2012. Settlement has been reached and final paperwork is pending.

1. **Link Brookstown Apartments**, Site Work, Winston-Salem, NC; Empire Building, LLC and ME II Holdings, LLC, Owner; Stimmel Associates, PA, Civil Engineer; Cline Design, Architect. Negotiated. \$945,037.
2. **Hyde Park**, Renovation of 8 units in Apartment Building, Cary, NC; Donathan Cary Limited Partnership, Owner; Negotiated. \$82,478.
3. **Morrison SouthPark**, 100 Unit Apartment Building, Charlotte, NC; Southpark 2 Owner LLC, Owner; Rule Joy Trammell Rubio, PLLC, Architect. Negotiated. \$11,294,912.
4. **Briarleigh Park Apartments**, Winston-Salem, NC; Donathan/Briarleigh Park Properties, LLC, Owner. Negotiated. \$118,547.
5. **Camden Southline**, 5-Story, 266 Unit Apartment Building, Charlotte, NC; Fund Southline, LLC, Owner; The Housing Studio, Architect. Negotiated. \$32,250,000.
6. **Tri-City Christian Academy**, 31,000 sf New School, High Point, NC; Carolina Conference of Seventh-day Adventists, Owner; Peterson/Gordon, Architect. Design/Build. \$206,859. Preconstruction.
7. **Ruff Housing**, Renovations to two existing facilities into a Pet Boarding Facility, Greensboro, NC; P4F-GSO, LLC, Owner; Smith Architecture, PA, Architect. In Preconstruction. Design/Build.
8. **Sheetz Burlington Distribution Center and Commissary Facility**, 250,000 sf, Burlington, NC; ABCD Corporation, Owner; The Dennis Group, LLC, Architect. Negotiated. \$31,699,852.
9. **Old Dominion Freight Line**, 160,000 sf Corporate Office Renovation, Thomasville, NC; Old Dominion Freight Line, Inc., Owner; Triad Design Group, Architect. Design/Build. \$474,082 (Preconstruction).
10. **George C. Simkins, Jr. Elementary School**, New Elementary School, Greensboro, NC; Guilford County Board of Education, Owner; Pinnacle Architecture, P.A., Architect. CM@Risk. \$16,304,568.
11. **Flats @ Mixson**, 268 Garden Style Apartments, North Charleston, SC; The Flats at Mixson, LP, Owner; Niles Bolton Associates, Architect. Negotiated. \$21,838,075.
12. **Brightmore of South Charlotte**, 242,083 sf Senior Living Facility, Charlotte, NC; Liberty Healthcare Properties of Brightmore of South Charlotte, LLC, Owner; SFCS Inc., Architect. Bid. \$29,517,900.
13. **Mylan Pharmaceuticals**, Vault, NC; Mylan Pharmaceuticals, Inc., Owner, Triad Design Group, PA, Architect. Design/Build.
14. **Summit & Church Apartments**, Charlotte, NC; Summit Street, LLC, Owner; Studio Fusion, Architect. CM@Risk. \$19,662,703.

15. **Phoenix Academy**, Preconstruction Services, High Point, NC; Phoenix Academy, Owner; MBAJ Architecture, Architect. Design/Build. \$59,187.
16. **Greensboro Day School**, New Middle School, Greensboro, NC; Greensboro Day School, Owner; CJMW Architecture in Association with Centerbrook Architects and Planners, Architect. Design/Build. \$138,409 (Preconstruction).
17. **Tryon Place at Cary Parkway**,(96,987sf) 205 Unit Apartment Building, Cary, NC; Dominion Realty Partners LLC, Owner; JDavis Architects, PCCL, Architect. Negotiated. \$18,262,719.
18. **330 West Tremont** 4-Story, 164 unit apartment building (approximately 155,418 sf) with 62,759 sf open parking garage, Charlotte, NC; 330 West Tremont, LLC, Owner; Urbana, Urban Design and Architecture, Architect. HUD. \$15,223,046.
19. **Infrastructure for Park Center Drive**, East & West Extension & Storm Water Improvements, Mebane, NC; NCIC, LLC, Owner; Triad Design Group, Engineer. \$1,165,335.
20. **Center for Design Innovation** Winston-Salem, NC; Winston-Salem State University, Owner; Calloway Johnson Moore & West Architecture; Architect; CM@Risk. \$8,000,000 Building/\$1,257,308 Site Work. This project is being managed by the Samet Corporation/SRS, Inc. joint venture.
21. **Langtree at the Lake** (612,090sf, 300 Units) Mixed-Use, Mooresville, NC; Langtree HUD Development Company, LLC, Owner; JHS Architecture Integrated Design, Inc., Architect; Construction Manager. \$36,439,288.
22. **Spartan Village Phase 1**, (348,000sf, 804 Beds) Student Residence Village, Greensboro, NC; University of North Carolina Greensboro, Capital Facilities Foundation, Owner; Lord-Aeck-Sargent, Architect. CM@Risk. Project Estimate \$44,974,677 (Samet's Portion \$22,487,339). This project is being managed by the Samet/Barton Malow/SRS joint venture.
23. **New Bern Station** (235,000sf) Two 4-Story Apartment Buildings, Charlotte, NC; Fountains at New Bern Station LLC, Owner; Axiom Architecture, P.A., Architect. Negotiated. \$18,767,096.
24. **West Morgan Street Apartments**, 448,685sf Two 4-Story Mixed Use Residential Building with Parking Garages, Raleigh, NC; West Morgan, LLC, a Delaware limited liability company, Owner; Urbana, Architect. Negotiated. \$22,487,451.
25. **GTCC Cameron Campus Phase 1**, (250,000sf) Greensboro, NC; Guilford Technical Community College, Owner; Perkins Eastman, Architect. Invited Bid. \$32,005,144. This project is being managed by the Samet Corporation/SRS, Inc. joint venture.

1. **Winston-Salem State University Student Activities Center**, (90,000sf) Winston-Salem, NC; Winston-Salem State University, Owner; Woolpert, North Carolina, PLLC, Architect. CM@Risk. \$25,855,389. This project is being managed by the Samet Corporation/SRS, Inc. joint venture. August 2013.
2. **Summit Pet Products**, Asphalt Repair, Greensboro, NC; Summit Pet Products, Owner. Negotiated. \$163,681. July 2013.
3. **Southern Village Apartments**, Renovations, Chapel Hill, NC; Southern Village Apartments, LLC, Owner. \$80,084. July 2013.
4. **Volvo LNG** LNG Bay Renovations, Greensboro, NC; Volvo Group North America, Inc., Owner; Civil Designs, Civil Engineer. Negotiated. \$360,000. July 2013.
5. **Syngenta**, Office Renovations, Greensboro, NC; Syngenta Crop Protection, Inc., Owner. Design Build. \$131,625. July 2013.
6. **Mylan Pharmaceuticals**, Cooler, Greensboro, NC; Mylan Pharmaceuticals, Inc., Owner, Triad Design Group, PA, Architect. Design/Build. \$2,147,576. July 2013.
7. **Volvo AMT Addition**, 18,633 sf Building Expansion, Greensboro, NC; Volvo Group North America, Inc., Owner; Bradley & Ball Architects, Architect. Design/Build. \$2,305,435. July 2013.
8. **Pepsi Bottling**, 526,320sf Upfit to Distribution and Production Facility, Winston-Salem, NC; Pepsi Bottling Ventures LLC, Owner; Triad Design Group, Architect. Construction Manager. \$4,503,560. June 2013.
9. **Premier Medical Plaza – Ambulatory Surgery Center**, High Point, NC, High Point Regional Health System, Owner; McCulloch England Associates Architects, Architect. Construction Manager. \$2,983,735. June 2013.
10. **Stanley Furniture Showroom & Corporate Offices** Renovation of Existing Space, High Point, NC; Stanley Furniture Co., Inc., Owner; Teague Freyaldenhoven Freyaldenhoven Architects & Planners, LLP, Architect. Negotiated. \$4,588,287. May 2013.
11. **Ultra Spun / Interior Modifications**, Glen Raven, NC; Glen Raven, Owner. Design/Build. \$716,969. May 2013.
12. **Rainier Industries**, Building Improvements & Renovations, Statesville, NC; Rainier Industries, Owner; Triad Design Group, Architect. Design/Build. \$373,874. April 2013.
13. **IHFC Building Exterior** EIFS Repair, High Point, NC; IMC, Owner. Negotiated. \$19,900. April 2013.
14. **Ruff Housing**, Interior Renovations, Winston-Salem, NC; Ruff Housing, Owner. Design/Build. \$2,915. April 2013.

15. **Mylan Cooler**, Greensboro, NC Mylan Pharmaceuticals, Inc., Owner; Triad Design Group, Architect; Design/Build. \$1,637,047. February 2013.
16. **M.G. Newell**, Office Renovations, Greensboro, NC; M. G. Newell Corporation, Owner; Burkin Design, Inc., Designer. Negotiated. \$59,174. February 2013.
17. **Clear Channel Media**, Office Renovation, Greensboro, NC; Clear Channel Real Estate LLC, Owner. Design/Build. \$525,065. February 2013.
18. **IMC Tenant Renovation**, High Point, NC; IMC, Owner; TFF Architects, Architect. General Construction. \$156,700. February 2012.
19. **Ennis-Flint Company Office Renovation**, (4,800sf) Interior Office Renovation, Thomasville, NC; Flint Trading, Inc., Owner; Summey Engineering Associates, PLLC, Engineer. Bid. \$185,000. February 2013.
20. **Shalag US**, 38,000sf Addition and 11,600sf Renovation, Oxford, NC; Shalag US, Inc., Owner; Triad Design Group, Architect; Design/Build. \$5,758,955. January 2013.
21. **Volvo North End Test Track**, Bypass Lane, Greensboro, NC; Volvo Group North Carolina, Inc., Owner; Civil Designs, Engineer. Negotiated. \$234,251. January 2013.
22. **Ferraro Foods** (69,631sf) Warehouse/Distribution/Office, Mebane, NC; Marino Realty III, LLC, Owner. Triad Design Group, PA, Architect. Design/Build. \$3,919,486. January 2013.
23. **Hillel House**, Renovations Elon, NC, Elon University, Owner; Randolph C. Henning, Architect. Bid. \$199,030. December 2012 November 2012
24. **Glen Raven Main Campus T2 Office Renovation** (60,000sf) Office Renovation, Glen Raven, NC; Glen Raven, Inc., Owner; Negotiated. \$662,563. November 2012
25. **New Test Track Expansion (Phase 4)**, Greensboro, NC; Volvo Group North America, Inc., Owner; CivilDesigns, PA, Design Professional; Construction Manager. \$1,413,832. November 2012
26. **High Point Orthopedics Office Renovation**, High Point, NC; High Point Regional Health System, Owner; Wright Architecture, PA, Architect. Invited Bid. \$199,730. October 2012
27. **Fountains at Mooresville Town Square**, (286,927sf) 227 Apartment Units, Mooresville, NC; MTS Residential, LLC, Owner; The Housing Studio, PA, Architect; HUD. \$15,141,357. October 2012
28. **Volvo New Technical Center Expansion and Truck Parking Lot**, 40,307sf Building Expansion and 126 additional Parking Spaces, Greensboro, NC; Volvo Group North Carolina, Inc., Owner; Bradley & Ball Architecture, Architect; Civil Designs, Civil Design Professional; Construction Manager. \$6,408,274. October 2012.
29. **Buckhead Betties**, Retail Renovation, Greensboro, NC; Creative Containers, dba Buckhead Betties, Owner; Bradley & Ball Architects, Architect. Negotiated. \$14,970. October 2012

30. **Southern Village Apartments**, Apartment Renovations, Chapel Hill, NC; Southern Village Apartments, LLC, Owner. Negotiated. \$80,084. October 2012
31. **Gregorie Ferry Landing Apartments**, (240 Units (77,024sf) Mt. Pleasant, SC; Gregorie Ferry Apartment Holdings, LLC, Owner; Urban Architectural Group, P.A., Architect. HUD. \$19,370,780. October 2012.
32. **Volvo Pump House**, 27sf Pump House, Greensboro, NC; Volvo Group North Carolina, Inc., Owner; Bradley & Ball Architecture, Architect; Civil Designs, Civil Design Professional; Construction Manager. \$190,559. September 2012.
33. **ASCO**, Welcome, NC; ASCO Power Technologies, LP, Owner; Triad Design Group, PA, Architect; Design/Build. \$325,781. Phase 1. September 2012.
34. **Walgreens Drug Store at Deep River** (14,500sf) New Retail Store, High Point, NC; Wendeck, LLC and S.L. Wendeck, LLC, a joint venture, Owner; Barry Byrd, Architect; Negotiated. \$1,806,750. August 2012.
35. **Trane New Flooring and Painting**, Greensboro, NC; Ticon Properties, Owner. Negotiated. \$50,000. August 2012.
36. **Honda Jet Site Improvements**, Greensboro, NC; Honda Aircraft Company, Owner; \$367,568.
37. **The Lofts at Reynolds Village** 201 Apartment Units (212,959sf), Woodfin, NC; The Lofts at Reynolds Village, LLC, Owner; PDI Architecture, LLC, Architect; HUD. \$21,945,373. August 2012.
38. **JSNN MRI Upfit**, (1,200sf) MRI Upfit, Greensboro, NC; Gateway University Research Park, Owner; HDR Architects, Architect; Construction Management. \$493,269. This project is being managed by the Barton Malow/Samet/SRS joint venture. August 2012.
39. **Service by Air** (3,031sf) Interior Office Construction and 84 Space Trailer Parking Lot, Greensboro, NC; Lindsey Architecture, Architect. \$630,000. August 2012.
40. **NCIC Spec Building** (134,850sf) Industrial Shell Building, Mebane, NC; SST Development, LLC, Owner; Triad Design Group, Architect; Design/Build. \$2,821,780. July 2012.
41. **Audio Visual Systems**, (4,583 sf) Upfit Tenant & Warehouse Space, Greensboro, NC; S Partners, LLC, Owner. \$144,685. July 2012.
42. **Honda Aircraft Paint Booth**, Greensboro, NC; Honda Aircraft Company, Owner. Bid. \$99,750. July 2012.
43. **RSVP Wall Enclosure**, Greensboro, NC, RSVP Properties, LLC, Owner; \$16,400. July 2012.
44. **Holland Homes**, Multi-Family Renovations, Winston-Salem, NC; The G. W. Holland Housing Corporation, Owner; Clinton E. Cravely, AIA, Architect. HUD. \$3,550,751. June 2012.

45. **Ilderton Dodge Chrysler Jeep Ram** New Showroom & Service Expansion and Renovations, High Point, NC; Carolina Limited Partnership, a North Carolina Limited Partnership, Owner; Bradley & Ball Architects, Architect. Negotiated. \$1,304,487. May 2012.
46. **Kidde Office Expansion**, (500sf) Office Upfit, Mebane, NC; LSS Mebane, LLC, S Partners, LLC and SCC I, LLC as Tenants-In-Common, Owner; Lindsey Architecture, Architect. Design/Build. May 2012.
47. **ECS X-Ray Room**, Greensboro, NC; ECS Carolinas, LLP; Design/Build. \$20,447. May 2012.
48. **Waterleaf Court Upfit** (2,000sf) Renovations, High Point, NC; Beach Mountains LLC, Owner; Erskine-Smith Architecture, Architect; Design/Build. April 2012.
49. **AKG Expansion** (41,360sf) Manufacturing Expansion, Mebane, NC; AKG North America, Inc., Owner; Triad Design Group, PA, Architect. Design/Build. \$2,933,140. April 2012.
50. **Guthy Renker** Renovation, Arden, NC; Guthy Renker Fulfillment Services, LLC, Owner; West & Stem, PLLc, Architect; Design/Build. \$466,199. April 2012.
51. **Fidelity Investors Center**, Greensboro, NC; Structure Tone, Inc., Owner's Representative. \$795,970. April 2012.
52. **NC A&T and UNCG Joint School for Nanoscience and Nanoengineering** (106,000sf) Greensboro, NC; Gateway University Research Park, Inc., Owner; HDR Architecture, Inc., Architect; Joint Venture CM@Risk. \$47,301,966 (Samet's Portion \$18,920,786). This project is being managed by the Barton-Malow/Samet Corporation/SRS, Inc., joint venture. March 2012.
53. **Alpha Arms**, (111,361sf) Goldsboro, NC; Alpha Arms, Incorporated, Owner; Clinton E. Gravely, AIA, Architect and Associates, Architect; HUD. \$4,136,507. March 2012.
54. **InChuCo Apartments**, Renovation of 79 Apartment Units (65,000sf), Chapel Hill, NC; Inter-Church Council Housing Corporation, a North Carolina nonprofit corporation, Owner; Clinton E. Gravely, AIA, Architect and Associates, Architect; HUD. \$3,339,763. March 2012.
55. **Premier Medical Plaza X-Ray Room Upfit**, High Point, NC; Premier Imaging, LLC, Owner; Wright Architecture, P.A., Architect. \$59,657. March 2012.
56. **Honda Aircraft**, Dock Door Modifications, Greensboro, NC; Honda Aircraft Company, LLC, Owner; Triad Design Group, PA, Architect; Bid. \$21,850. February 2012.
57. **Kidney Dialysis Center** (10,283sf) Medical Office Building, Mebane, NC; SST Properties, LLC, Owner; Triad Design Group PA, Architect. Design/Build. \$1,153,600. February 2012.
58. **Calabash Apartments** 168 Apartment Units (232,363sf) Calabash, NC; Shallotte Partners, LLC, Owner; Studio Fusion Architecture, Architect; HUD. \$11,567,006. February 2012.

59. **Sumerlyn Apartments**, 124 Unit (163,107sf), Raleigh, NC; Breakwater Partners, LLC, Owner; Boisseau Design Group – Architect, P.A., Architect. HUD. \$8,395,348. January 2012.
60. **Kidde Residential & Commercial** (244,754sf) Warehouse/Distribution Facility, Mebane, NC; SST Properties, LLC, Owner; West and Stem Architects, PLLC, Architect; Design-Build. \$7,190,000. January 2012.
61. **Williamsburg Plantation Apartments** 280 Apartment Units (353,544sf), Jacksonville, NC; Williamsburg Plantation Apartments, LLC, Owner; Planworx Architecture, PA, Architect. HUD. \$20,941,806. December 2011.
62. **Glen Raven Main Campus – T1 Office Renovation** (14,000sf) Office Renovation, Glen Raven, NC; Glen Raven, Inc., Owner; Triad Design Group, Architect; Design/Build. \$420,060. December 2011.
63. **Walgreen’s Drug Store #15024** (14,550sf) Retail Store, North Charleston, SC; Rogers Corner, LLC, Owner; Barry Byrd Architect, Architect. Bid. \$2,241,362. December 2011.
64. **Cisco**, Electrical Upfit & Installation of HVAC Unit, Charlotte, NC; Structure Tone, Inc., Owner Representative. \$49,626. November 2011.
65. **Site Improvements** Sewer line extension and storm water improvements, NCIC Business Park, Mebane, NC; NCIC, LLC, Owner; Civil Designs, PA, Engineer; Design Build. \$79,500. November 2011.
66. **Elon University – Pendulum Building** (2,500sf Upfit) Elon, NC; Elon University, Owner; Lambert Architecture + Interiors, Architect. Negotiated. \$142,316. November 2011
67. **Replacements Data Center** (2,156sf), McLeansville, NC; Page Properties, L.L.C., Owner; Triad Design Group, Architect. Design/Build. \$1,101,945. November 2011.
68. **Replacements Warehouse Expansion** (200,946sf), McLeansville, NC; Page Properties, L.L.C., Owner; Triad Design Group, Architect. Design/Build. \$7,062,123. November 2011
69. **Nypro Asheville**, (77,591sf) Manufacturing Expansion (Assembly, Clean Room and Warehouse), Arden, NC; Nypro, Inc., Owner; Triad Design Group, Architect; Design/Build. \$10,641,700. October 2011.
70. **Mylan Pharmaceuticals** (162,400sf) Warehouse Expansion), Greensboro, NC; Mylan Pharmaceuticals, Inc., Owner; Triad Design Group, Architect. Design/Build. \$8,038,256. October 2011.
71. **The Villagio Apartments** 107 Apartment Units (116,492sf) Fayetteville, NC; 4200 Investment LLC, Owner; Cline Design Associates P.A., Architect. Negotiated. \$11,964,904. October 2011.
72. **Freedom Store EIFS Façade**, Renovation, Fayetteville, NC; Waterville Property Management, LLC, Owner; Smith Architecture, Architect. Design/Build. \$60,506. October 2011.

73. **Village Crossing** (20 Units) Rehabilitation of Apartment Complex, Greensboro, NC; Affordable Housing Management, Inc., Owner; Tise Kiester Architects, Architect; Negotiated. \$1,191,452. October 2011.
74. **USAA Facility**, Fayetteville, NC; Structure Tone, Inc, Owner; Gensler, Architect. \$777,907. October 2011.
75. **Glenn Raven Main Campus** (6,000sf) Office Renovations), Glen Raven, NC; Glen Raven, Inc., Owner; Triad Design Group, Architect; Negotiated. \$94,325. September 2011.
76. **Summerfield Elementary School**, (54,000sf) Addition and (18,000sf) Renovation, Summerfield, NC; Guilford County Board of Education, Owner; McKissick Associates, PC, Architect. CM at Risk. \$12,734,181. This project was managed by the Samet Corporation/SRS, Inc. joint venture. August 2011.
77. **UNCG Jefferson Suites**, (170,000sf) Student Residence, Greensboro, NC; University of North Carolina – Greensboro – Capital Facilities Foundation, Inc., Owner; Pearce Brinkley Cease & Lee Architecture, Architect. Bid. \$27,698,541 (Samet’s Portion \$11,079,416). This project was managed by the Barton-Malow/Samet Corporation/SRS, Inc., joint venture. August 2011
78. **High Point University Flips** (72 unit) Apartment Conversion. High Point, NC; High Point University, Owner; Mercer Architecture, Architect. \$160,000. August 2011
79. **Elon Town Center** (23,528sf) New Retail Facility, Elon, NC; EDG Properties, LLC, Owner; Triad Design Group, Architect; Design/Build. \$3,343,674. August 2011.
80. **ARMC Out Patient Imaging Center** (4,545sf) Upfit Space for Imaging Center, Burlington, NC; Kirkpatrick I, LLC, Owner; Triad Design Group, Architect; Design-Build. \$546,416. June 2011.
81. **Walgreen’s Office Upfit** Charlotte, NC; Walgreen Company, Owner; Ingenii, LLC, Architect; Bid. \$87,500. June 2011.
82. **Fayetteville Billing Group** (16,200sf) Demolition & Office Upfit, Fayetteville, NC; Bio-Medical Applications of North Carolina d/b/a Fayetteville Billing Group, Owner; FW Architects, Architect; Negotiated. \$492,000. June 2011.
83. **Annie Penn Hospital**, (5,070sf) Data Center Renovation, Reidsville, NC; The Moses H. Cone Memorial Hospital, Owner; Teague Freyaldenhoven Freyaldenhoven, Architect; Construction Manager as Contractor. \$1,493,834. June. 2011.
84. **Blessed Sacrament**, (28,000sf) Church Sanctuary, Burlington, NC; Michael F. Burbidge, Bishop of the Roman Catholic Diocese of Raleigh, NC, Owner; Bradley & Ball Architects, Architect; Civil Consultants, Civil Engineer. Construction Manager and Contractor. \$5,528,598. June 2011.
85. **Virginia Air**, Renovation/Upfit, Greensboro, NC, S Partners, Owner; Bradley & Ball Architects, Architect. Design/Build. \$57,428. May 2011.

1. **Norman G. Samet**, Chairman of the Board. Fifty-Two (52) years industrial and commercial construction and development.
2. **Arthur L. Samet**, CCIM, CEO & President, Twenty-Two (22) years commercial and industrial real estate brokerage, property and asset management
3. **Rick Davenport**, President of Construction, over Twenty-Four (24) years experience field construction, project supervision, management and business development.
4. **Marshall A. Tuck**, Vice President, Professional Engineer in N.C., Georgia, and Alabama. Thirty-One (31) years design, management, and survey experience in residential and commercial land development.
5. **Kathy Pendegraph**, Vice President of Finance, over Twenty-Seven (27) years financial reporting.
6. **Charles Johnson**, Vice President of Operations, Professional Engineer, over Forty (40) years construction management.
7. **David Greene**, Vice President of Development, Twenty-Two (22) years real estate and commercial finance.
8. **Kenneth Grube**, Vice President, Education, over Twenty-One (21) years construction management primarily utilized in Construction Management delivery.
9. **James Reed**, Healthcare Group Manager, over Twenty-Two (22) years construction management primarily in healthcare related facilities.
10. **Alton Tew**, Housing Group Manager, over Thirty (30) years construction management with expertise in HUD project delivery.
11. **Bill Wooten**, Director of Preconstruction/Greensboro Office, over Twenty-Six (26) years construction management.
12. **Derek Lanning**, Director of Preconstruction/Charlotte Office, over Ten (10) years construction management.
13. **Jeff Kennedy**, Project Executive over Thirty-Four (34) years commercial construction.
14. **Jeff Hosack**, Project Executive, over Twenty-Seven (27) years in commercial construction.
15. **Doug Lawrimore**, Project Executive, over Twenty-Two (22) years in commercial construction.
16. **Mike Gobble**, Project Executive, over Twenty-Two (22) years in commercial construction.
17. **Bruce Jaworoski**, Safety Director, Twenty-Nine (29) years in industrial and commercial construction, including six years with OSHA.

Other Personnel Include:

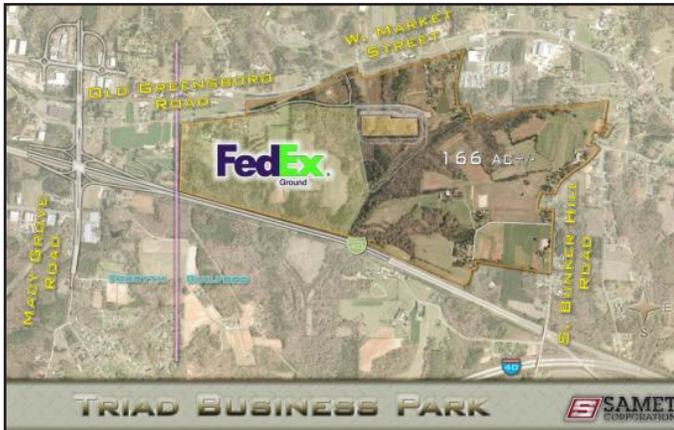
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|---------------------------|------------------------------|--------------------------------|
| ▪ Field Operations (43) | ▪ Project Administration (6) | ▪ Corporate Administration (2) |
| ▪ Project Management (35) | ▪ Project Development (5) | ▪ Safety (2) |
| ▪ Finance (7) | ▪ Operations Management (1) | ▪ Human Resources (1) |
| ▪ Preconstruction (5) | ▪ Marketing (3) | |

2335 Campground Road

Construction Since 1961. Real Estate Development Since 1965.

- Development of well over 1,000 Acres of Industrial & Office Parks –
- Completed 9 Business Parks in 50 Years
- Own or Manage Approximately 4 Million SF

Examples of Piedmont Triad Industrial & Office Parks:



Triad Business Park

- 370 Acres – Guilford County, Town of Kernersville
- Business Industrial Zoning District
- Home to Fed Ex Ground



North Carolina Industrial Center

- 603 Acres – Alamance County, City of Mebane
- Light Manufacturing Zoning District
- Home to Becton Dickinson, Ford Motor Company, Nypro Carolinas, Badcock Furniture, Sports Endeavors, Kidde Safety



Piedmont Corporate Park

- 148 Acres – Guilford County, City of High Point
- CU Light Industrial Zoning District
- Home to Diebold, American Premium Beverage Alfred Williams, Bunzl, Green Resources Tenn-Tex Plastics

Building Structures. Building Relationships.

2335 Campground Road

Examples of Piedmont Triad Industrial & Office Parks:



Cross Creek Corporate Park

- 45 Acres – Guilford County, City of Greensboro
- Light Industrial / Heavy Industrial Zoning District
- Home to NB Handy, Nilit, Filtrona, Ferguson, ADI, Avery Dennison, BoJay, Select Soy, MG Newell



Kirkpatrick Professional Center

- 12 Acres – Alamance County, City of Burlington
- General Business Zoning District
- Home to Alamance Eye Center, Central Carolina Kidney Assoc., Himi Saxena, DDS, PA



Maple Professional Park

- 18 Acres – Guilford County, City of Greensboro
- CU Shopping Center Zoning District
- Home to Biscuitville, Headache Wellness Center

Becton Dickinson (BD)



Office & Manufacturing Renovation to Existing Industrial Facility

Location:
Mebane, NC

Project Delivery:
Design/Build

Value:
\$6.5 M

Size:
100,483 sf

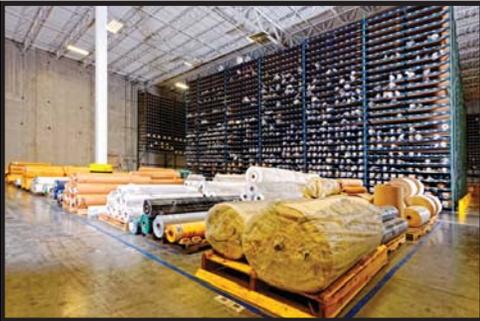
Completion Date:
2009

Architect:
Triad Design Group
SNC Lavalin

- Clean Manufacturing Operation Creating Cancer Screening Products.
- Upfit to an existing building in Samet's North Carolina Industrial Center. Tilt-up concrete wall panels with windows to allow a large amount of natural lighting.
- Ceiling tiles compiled from recycled materials.
- Extra filtration was used on the heating and air.
- The site had recycling bins for collecting metal, drywall, wood, construction materials, concrete block, and cardboard throughout the construction process.

LEED Silver Certification with Commercial Interiors Certified through USGBC.

TriVantage



Location:
Mebane, NC

Project Delivery:
Design/Build

Value:
\$3.9 M

Size:
102,152 sf

Project Schedule:
5 Months

Completion Date:
October 15, 2010

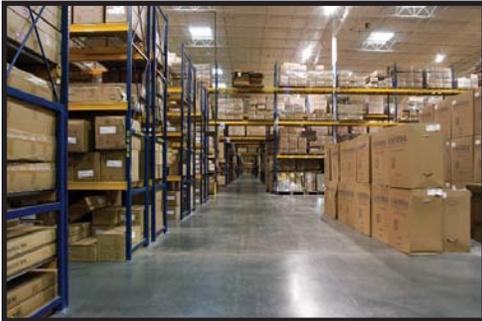
Architect:
Triad Design Group PA

Office/Warehouse/Distribution

- International supplier of all-weather fabrics.
- Structural steel frame with precast concrete panels and architectural panel exterior, TPO mechanically fastened membrane roof.
- 40' clear - Early Installation of process and racking equipment to accommodate clients compressed timeline.

LEED Silver certified August 2011.

Universal Furniture International



Location:
High Point, NC

Project Delivery:
Design/Build

Value:
\$8.7 M

Size:
342,000 sf

Project Schedule:
9 Months

Completion Date:
October 2002

Architect:
Warren Architecture
(now Triad Design Group)

Office/Distribution Facility

- Office and distribution center for a name brand furniture company in the heart of North Carolina's furniture industry, High Point.
- Structural steel frame with precast concrete panels and architectural panel exterior with single-ply EPDM ballasted membrane roof.

Mylan Pharmaceuticals, Inc.



Location:
Greensboro, NC

Project Delivery:
Design/Build

Value:
\$26.5 M

Size:
514,491 sf TOTAL - 5 Phases
Phase I - 40,000sf (1994)
Phase II - 180,000sf (1998)
Phase III - 7,000sf (2003)
Phase IV - 125,091sf (2006)
Phase V - 162,400sf (2011)

Completion Date:
Various (noted above)

Architect:
Triad Design Group PA

Office, Distribution Center with High Security Vault

- Samet and Mylan Pharmaceuticals, Inc. established their relationship in 1994. Mylan became a five phase repeat client for Samet.
- Projects have included new shell construction and upfit of original office and warehouse, warehouse expansion and installation of high security vault.
- Precast concrete panel exterior and white mechanically fastened TPO roof system.
- Ashford formula on concrete floor.

All expansion work was completed without disrupting the existing operations.

Joint School of Nanoscience & Nanoengineering



Nanoscience & Nanoengineering Research and Learning Facility

Location:
Greensboro, NC

Project Delivery:
CM@Risk

Value:
\$47.3 M

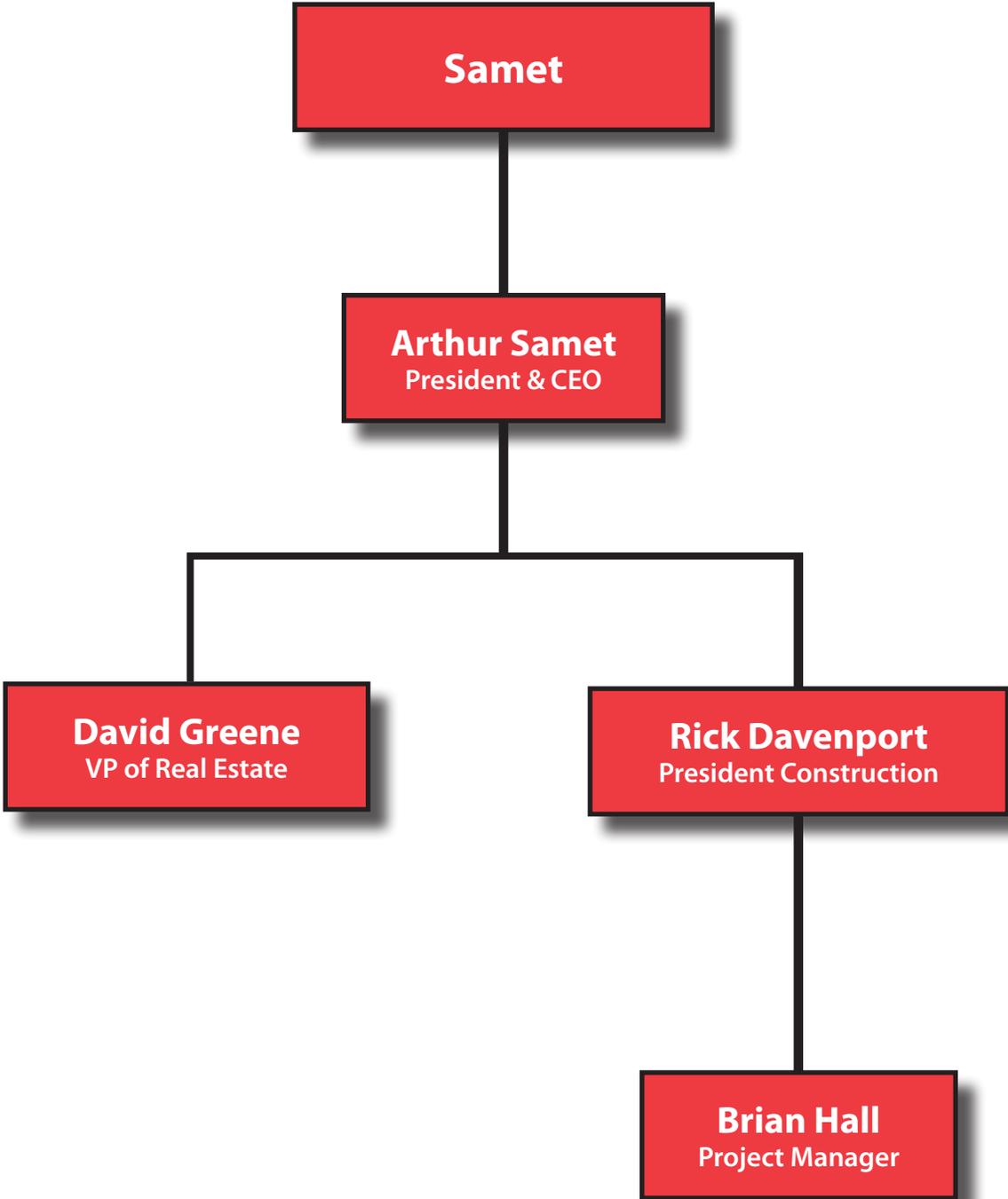
Size:
106,000 sf

Completion Date:
December 2011

Architect:
HDR Architecture

- Samet Corporation, in a joint venture with Barton Malow and SRS, Incorporated recently completed construction on the Joint School of Nanoscience and Nanoengineering.
- Structural steel frame with steel deck, formed concrete, brick veneer with precast accents, formed concrete construction. 7,000 SF Class 100 Clean Room, automated building systems, large auditorium and several labs.
- Our team assisted the architect with respect to cost modeling for different systems that were considered. We were the repository for all documentation among team members, tracking the information through various spreadsheets and logs.
- Our team evaluated different materials, monitored waste management, indoor air quality, recycling of materials, gathered low emitting materials such as adhesives, paints and coatings, carpet systems, and composite woods/laminates.

LEED Gold Certified and has won both a CPN & ABC Award.



Arthur L. Samet President and CEO



Office Location:
Greensboro, NC

Professional Experience:
Samet - 22 years

Education :
Master's of Business
Administration
Kenan-Flagler Business School
University of North Carolina

Bachelor of Arts
University of Georgia

Background

Arthur Samet is CEO of Samet Corporation. He completed his undergraduate degree at the University of Georgia and his MBA at the University of North Carolina. Arthur joined Samet Corporation in 1991 as an estimator, and subsequently progressed through a training program encompassing all 16 divisions of construction and property management. He later diversified into real estate and development, obtaining his MBA while leading Samet's real estate division. Arthur was promoted to President & CEO of Samet Corporation in October 2000.

Professional Organizations

- Member of YPO International (NC State Chair YPO Southern 7 Chapter)
- Greensboro Partnership (Finance Committee)
- Greensboro Economic Development Alliance (Operating Group)
- North Carolina Real Estate Broker
- National Association of Realtors
- Certified Commercial Investment Member (CCIM) Designee
- North Carolina CCIM Chapter (Director, Past President and Past Education Chair)
- Piedmont Triad Chapter of the National Association of Industrial and Office Properties (Past President and Past Director)
- Member of the University of North Carolina Greensboro Bryan School of Business Advisory Board and Board of Visitors
- Member of the University of North Carolina at Chapel Hill Board of Visitors
- Member of Wells Fargo Greensboro Advisory Board
- Piedmont Triad Partnership Board of Directors

Civic Organizations

- BJH Foundation for Senior Services Board of Directors (President, 2010-2011)
- Angel Flight Volunteer Pilot
- Beth David Synagogue (Vice President)
- Greensboro Jewish Federation (Past Board of Directors, 2005-2006 Young Leadership Co-Chair, and 2006 Chair of the Emergency Israel Relief Campaign)
- Member of Greensboro Rotary Club (Co-Chair 2005 Rotary Youth Leadership Program)
- Founding Member of the Tapestry Group
- National Conference for Community and Justice (NCCJ) (Past Board of Directors)
- Carolina Theater (Board of Directors, 2009-2010)

Economic Development Activities and Experience

- Developed North Carolina Industrial Center (+600 acre Industrial Park) in Mebane and located 1,000,000 SF of users in the Park including Ford Motor Co., Kidde PLC, NYPRO, Badcock Furniture, and Sports Endeavors.
- Developed Triad Business Park (350 acres at the Piedmont Triad International Airport) and assisted FedEx Ground in locating a ground hub on a 140-acre site in the Park.
- Participated as the construction partner with the development of Google's Server Farms in both North Carolina (Lenoir) and South Carolina (Goose Creek).
- Developed Piedmont Corporate Park (± 200 acres) at the Piedmont Triad International Airport and assisted Diebold, Bunzl, Mac Paper, Quantum as well as Stiles Machinery in locating facilities in North Carolina.
- Participated and assisted NCDOC on economic mission to Israel for business recruitment with Assistant Secretary of Commerce. Assisted NCDOC with the recruitment to North Carolina of Israeli Companies such as Albaad, Syfan, The Cycle Group as well as others in the pipeline.

Arthur L. Samet President and CEO

"I feel the collaboration between the economic engines of higher education and the leading companies in our community will provide results in economic development, job creation and community development. The business community must recognize the strategic benefit our colleges and universities provide us in a competitive economy and exploit this advantage for all stakeholders."

- Arthur Samet

Economic Development Activities and Experience

- Collaborated with Rockingham County Economic Development Authority and NCDOC to fast track the Alcan Packaging facility (248,000 SF) to reduce the schedule and ensure investment in North Carolina.
- Relocation process, construction and development in conjunction with Randolph County Economic Development Authority for Rheem to site their National Parts Distribution Center (180,000 SF).
- Assisted Davidson County Economic Development and NCDOC to locate Dynea, Arneg, Diebold, Mepla as well as other projects linked to the Motorsports Industry.
- Worked in conjunction with Richmond County Economic Development Authority, to develop SRB Holdings' new 300,000 SF East Coast Distribution Center.
- First developer to assist Winston-Salem Business Inc. by providing spec buildings in Union Cross Business Park.
- Developed first 100,000 SF research building in Piedmont Triad Research Park in conjunction with the Winston-Salem Business Inc. and Idealliance, which is currently home to Targacept.
- Provided first spec industrial building in conjunction with Surry County Economic Development Authority in Surry County's new industrial park.
- Continued long term participation and support of Triad and Charlotte Region as well as State Economic Development groups.

David Greene Vice President of Real Estate



Roles & Responsibilities

David is accountable for growing business opportunities for project development. He is responsible for developing successful long-term individual and business relationships, and oversees performance of industry analysis and evaluation of strategic projects and potential acquisitions.

David has over twenty-five years experience in real estate and commercial finance. He has proven skills at building client relationships based on mutual interest, identifying client preferences and emphasizing product and company discriminators to help clients understand the benefits of product/service utilization.

Office Location:

Greensboro, NC

Professional Experience:

Samet - 7 Years

Overall - 26 Years

Education :

Bachelor of Science in Business Administration

University of North Carolina at Chapel Hill

Project Development Activities and Experience

- Maple Neurology (27,128sf) Medical Office Building with 21,028sf fully up-fitted for Guilford Neurologic, Greensboro, NC
- Link Brookstown Apartments, Site Work, Winston-Salem, NC
- Kidde Residential & Commercial (244,754sf) Warehouse/Distribution Facility, Mebane, NC
- TriVantage, LLC / CDC, (102,152) Warehouse/Distribution Building, Mebane, NC
- Nypro, Inc. (108,000sf) Warehouse & Office Upfit, Mebane
- Henry's Tackle (310,673sf) Warehouse, Richmond County Industrial Park, Rockingham, NC
- Gregorie Ferry Landing Apartments, (240 Units (77,024sf) Mt. Pleasant, SC;
- Wood Valley Apartments aka The Enclave at Pamalee Square, 242 Unit Apartment Complex, Fayetteville, NC

Rick Davenport **President, Construction**



Office Location:

Greensboro, NC

Professional Experience:

Samet - 15 years

Education:

Bachelor of Arts, Economics
University of Massachusetts

History with Samet Corporation

Rick Davenport is the President of Construction at Samet Corporation. Rick joined Samet in 1998 and in 2009 he assumed the role of President of Construction. In this role, he directs and manages all facets of Samet's core construction business. Previously, Rick led the business development team, and helped guide the company's diversification beyond its core commercial and industrial markets into the technology, healthcare, housing, and education sectors.

Prior to joining Samet, Rick held sales and project management positions in the environmental and industrial construction industries. A native of Burlington, Massachusetts, Rick earned a BA in Economics from the University of Massachusetts.

Professional Organizations

- North Carolina Economic Developers' Association (NCEDA)
- Construction Professionals Network of NC (CPN)
- National Association of Industrial and Office Properties (NAIOP).
- Licensed North Carolina Real Estate Broker

Civic Organizations

- Alamance Regional Medical Center, Board Member
- The Alamance Regional Medical Center Charitable Foundation (Past Chairman of the Alamance Society Committee)
- Burlington Downtown Corporation (Past President)
- Alamance Chamber of Commerce (Past Board Member)

Economic Development Activities and Experience

- Developed North Carolina Industrial Center (+600 acre Industrial Park) in Mebane and located 1,000,000 SF of users in the Park including Ford Motor Co., Kidde PLC, NYPRO, Badcock Furniture, and Sports Endeavors.
- Triad Business Park (370 acre industrial park) located in Kernersville, NC.
- Maple Professional Park (20 acre office park) located in Greensboro, NC.

Brian Hall, MBA Project Manager



Roles & Responsibilities

Brian has over 10 years experience in commercial real estate sales and land development. His communication and organizational skills are effective when working with multiple entities to assist all in achieving their mutual and individual goals. As Land Development Specialist he will initiate and maintain relationships with prime owner contacts and architects to facilitate development activities. He will help foster a sense of community among the project team, monitor/control development of the project to ensure the project is built on schedule and within budget. Brian will represent Samet Corporation on the development end in all management/owner meetings.

Project Experience

Office Location:

Greensboro, NC

Professional Experience:

Samet - 6 years
Overall - 10 years

Education & Affiliations:

2010-2012
MBA from University of North Carolina at Greensboro - Bryan School of Business

1999-2003
BA in Business Administration
Mary Washington College

Prior Experience:
2004 - 2008
Broker In Charge / Development Manager
Capstone Real Estate
High Point, NC

Jan. 2004 – Dec. 2004
Sales Associate
Aquia Realty, Inc.
Stafford, VA

Jan. 2003 – Jan. 2004
Real Estate Intern/Assistant
Aquia Realty, Inc.
Stafford, VA

Kidde Distribution Mebane, NC	245,000 sf Warehouse / Distribution	\$10.7 M
TriVantage Mebane, NC	102,000 sf Warehouse / Distribution	\$3.9 M
Becton Dickinson Mebane, NC	100,000 sf Manufacturing	\$6.5 M
Ferraro Foods Mebane, NC	60,000 sf Food Distribution	\$3.9 M
NCIC Spec Building Mebane, NC	134,000 sf Spec Building	\$2.8 M
FedEx Ground Kernersville, NC	125 Acre Industrial Development	
NCIC - North Carolina Industrial Center Mebane, NC	600 Acre Industrial Development	
Maple Professional Park Greensboro, NC	20 Acre Office Park across from Moses Cone Hospital	
Triad Business Park Kernersville, NC	370 Acre Industrial Park	
Kirkpatrick Professional Center Burlington, NC	12.5 Acre Office Park near Alamance Regional Medical Center	
Cross Creek Corporate Park Greensboro, NC	5 Acre Office Park near PTI Airport	

Section 3

2335 Campground Road is a unique opportunity to transform an approximately 38+/- acre agricultural piece of property into a flagship industrial site, seen by all who enter our City traveling on I-85 or around our urban loop. Partnering our experience, our M/WBE success and the resources of the City of Greensboro, we can produce a Shovel Ready Site, appealing to any industrial user requiring the best access to our interstate system, with extreme highway visibility.

The property has historically been utilized for agriculture and is currently in a farm use status. The property is adjacent to the city limits, in Guilford County's jurisdiction, already zoned Light Industrial. With frontage on Campground Road, the property is less than 1 mile from highway access at the Business 85/Holden Road interchange. Upon completion of the urban loop, the property obtained the best highway visibility of any property in the City of Greensboro.

The property has not been developed out of its agricultural status to date due to the expense associated with preparing the site. This expense includes extending public water and sewer from Holden Road to the property, removing the existing agricultural structures, grading, storm water and erosion control.

With the benefit of the extension of public utilities and this shovel ready program, the site would be available for annexation into the City limits of Greensboro. Help and support from the City of Greensboro, providing access to public utilities and provisions to properly prepare the site for an industrial user are the only opportunity to turn this property that is currently in the county, being used for agriculture, into a productive industrial site, creating jobs and boosting the local tax base.

The scope of work necessary for this project includes extending public utilities from Holden Road, down Campground Road to adequately serve the site, providing a lift station and force main to serve the site with sewer, erosion control, grading, storm water structures, and the overall site preparation costs to create a Shovel Ready site. In addition, removing the existing agricultural structures as part of the land preparation operation is imperative to preparing the most attractive industrial Shovel Ready site.

Upon completion of the site work contemplated by this proposal, the site at 2335 Campground Road could accommodate more than 300,000 SF of industrial space, in multiple buildings as shown on the enclosed conceptual site plan. Based upon our recent experience, this 300,000 SF of manufacturing or distribution space could house as many as 200 jobs.

We expect the offering price for the property to be no higher than the current list price, \$75,000 per acre, plus the value of the improvements made to prepare the site for development. Any help, support, grants or other efforts which can be provided by the City of Greensboro, in addition to this Loan program, to help offset the cost of extending utilities and preparing the site are a welcome addition to our proposal. We would welcome the opportunity to openly and collaboratively discuss the most cost effective method to both service and market this site for industrial development. We recognize that this Shovel Ready Loan program is one opportunity to help improve this property, however, we also want to open the conversation to other ideas generated by the City and its Staff as to how we can make this site ready and available for a job generating, tax base growing industrial end user.

The total acreage available for development at 2335 Campground Road is 38+/- Acres. There are no current liens on the property.

Based upon approval of this program, with an end user planned for the site, we would anticipate that this site, with a user, would be fully annexed into the City of Greensboro.

Due to time constraints as specified by the proposal process, we have not had enough time to complete a Phase 1 report and an appraisal for the property. Upon request by the City of Greensboro, we will complete both reports for this project.



General Information

Excellent location at the intersection of two interstate highways. Thirty-eight acres ready for development in Greensboro.

Address: 2335 Campground Road
Greensboro, NC 27406

Site ID: PTP-15141

County: Guilford

In City Limits: No

County Tier Designation: 2

UP or AG Zone:

Former Use: Agricultural

Type of Location: Stand-Alone

Indus/Bus. Park:

Zoning: Light Industrial

Availability & Price

Available Acreage: 38.00

Date Available: 08/29/2013

Sales Price: \$75,000

Terms: Per acre

Utilities

Electricity

Service Provider: Duke Energy

Distance to Transmission System

Distance to Closest Substation

Natural Gas

Service Provider: Piedmont Natural Gas Company

Distance To Main:

Main Size:

Distribution Pressure:

Telecommunications

Service Provider: AT&T

Fiber Optic:

Digital Switch:

Water

Service Provider: City of Greensboro

Main Size:

Storage Tanks:

Static Pressure:

Residual Pressure:

Total System Capacity:

Excess System Capacity:

Total System Permitted Capacity:

Waste Water

Service Provider: City of Greensboro

Main Size:

Feeder Size:

Treatment Type:

Total System Capacity:

Excess System Capacity:

Total System Permitted Capacity:

Fire Protection Service:

Certification_Date

Access

Highways and Interstates

Closest Highway: N/A

Closest Interstate: N/A

Airports

Closest Commercial Service: N/A

Closest General Aviation Airport: N/A

Rail

Rail Service Provider:

Potential for Rail:

Distance to Rail:

Rail Status:

Port

Closest Ports: N/A

Marine/Barge

Potential for Barge Access:

Body of Water:

On the Water:

Water Depth:

Bulkhead or Docks in place: ,

Education and Training

Closest Community College: N/A

Closest 4-year University: N/A

Maps



Guilford County, North Carolina

State Map of 2335 Campground Rd

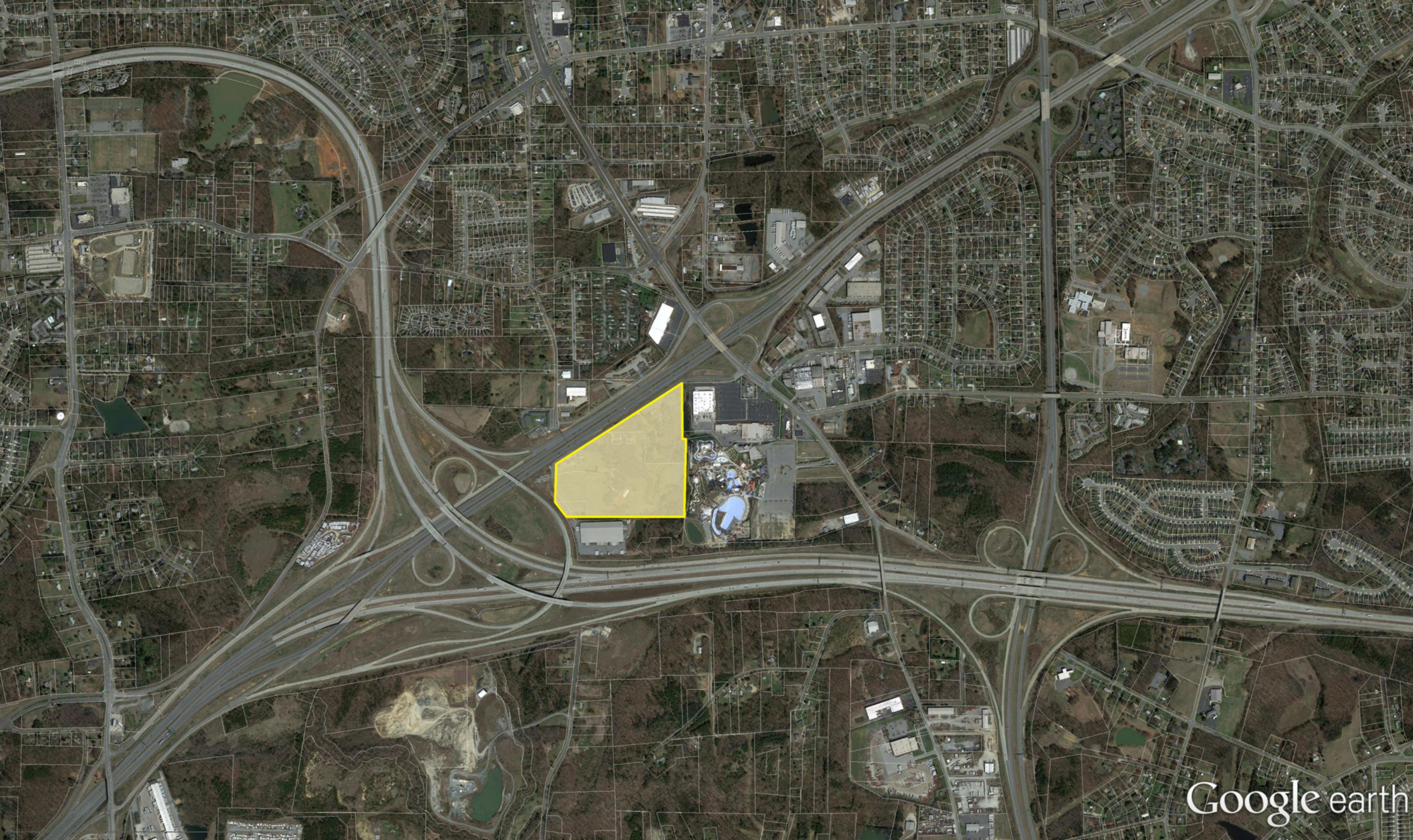
Contact

Tiffany McNeill, Client Services Manager
NC Department of Commerce
tmcneill@nccommerce.com, 919.733.4977

[Click to connect to a metric version of this report](#)

The information in this report is provided by the local and/or regional economic development organizations, which strive to present complete and accurate data.

Date Last updated: 08/29/2013





SAMET CORPORATION

P.O. Box 8050
Greensboro, NC
27419
(336) 544-2600
FAX:
(336) 544-2638



CONCEPTUAL SITE PLAN
2335 CAMPGROUND ROAD
GUILFORD COUNTY, NORTH CAROLINA

REVISIONS	BY

DRAWN BY: CB
CHECKED BY: BH
DATE: AUG. 30, 2013
SCALE: 1:100
JOB NUMBER: 04-448
SHEET NUMBER: 1

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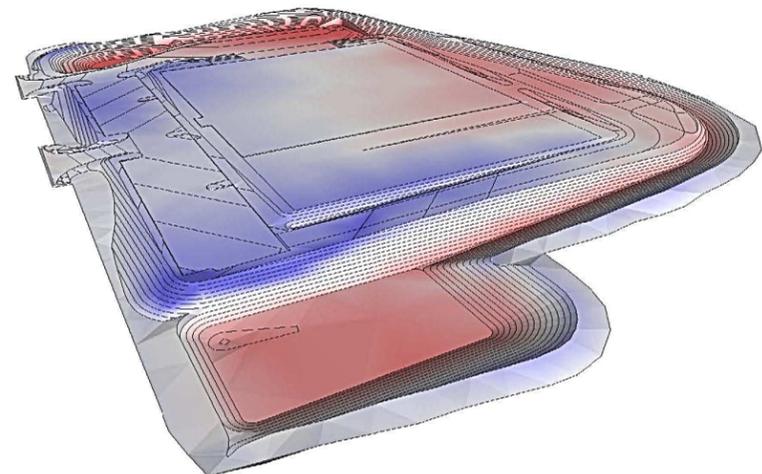


Volume Report
Subgrade vs. Stripped

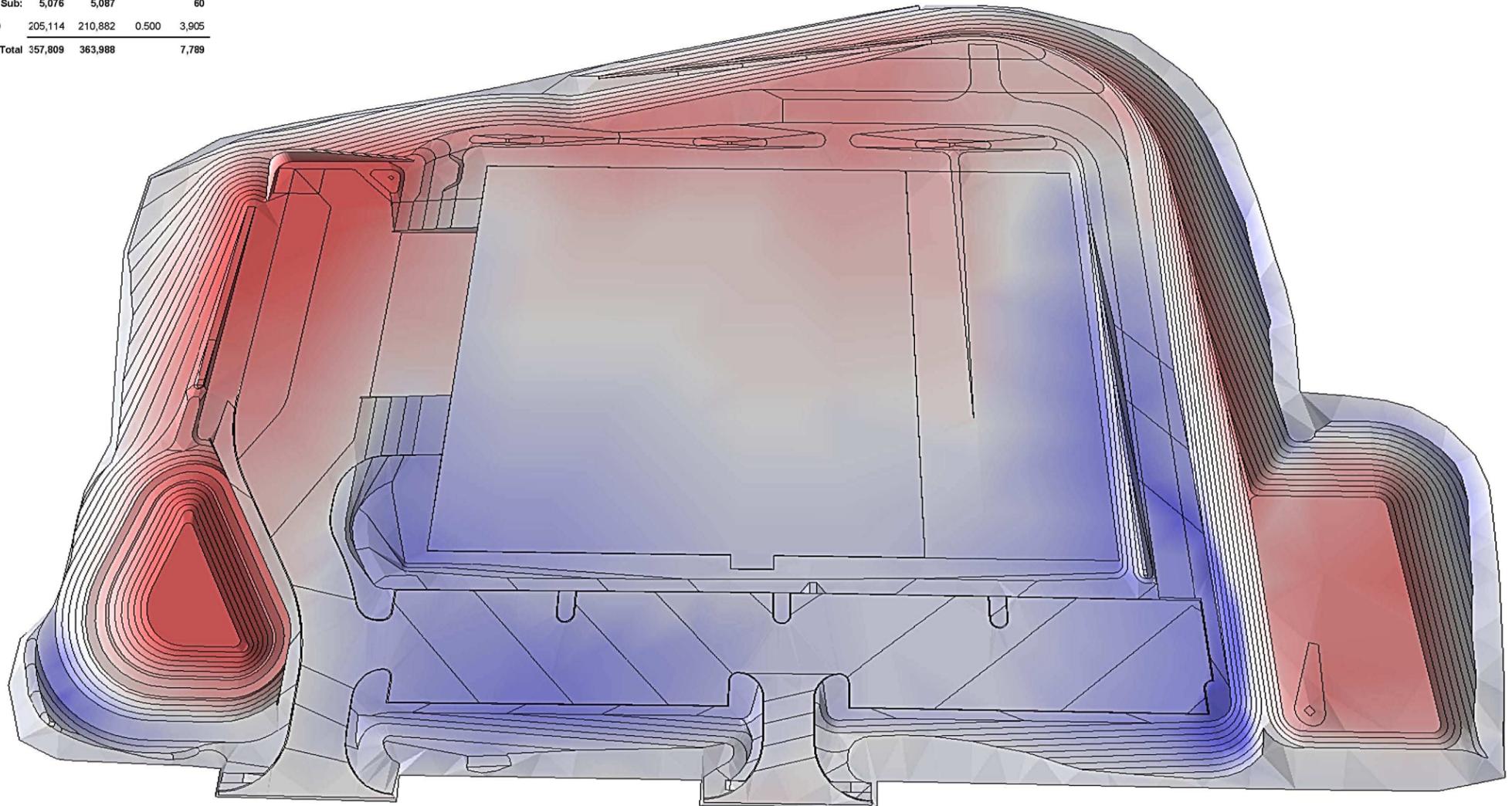
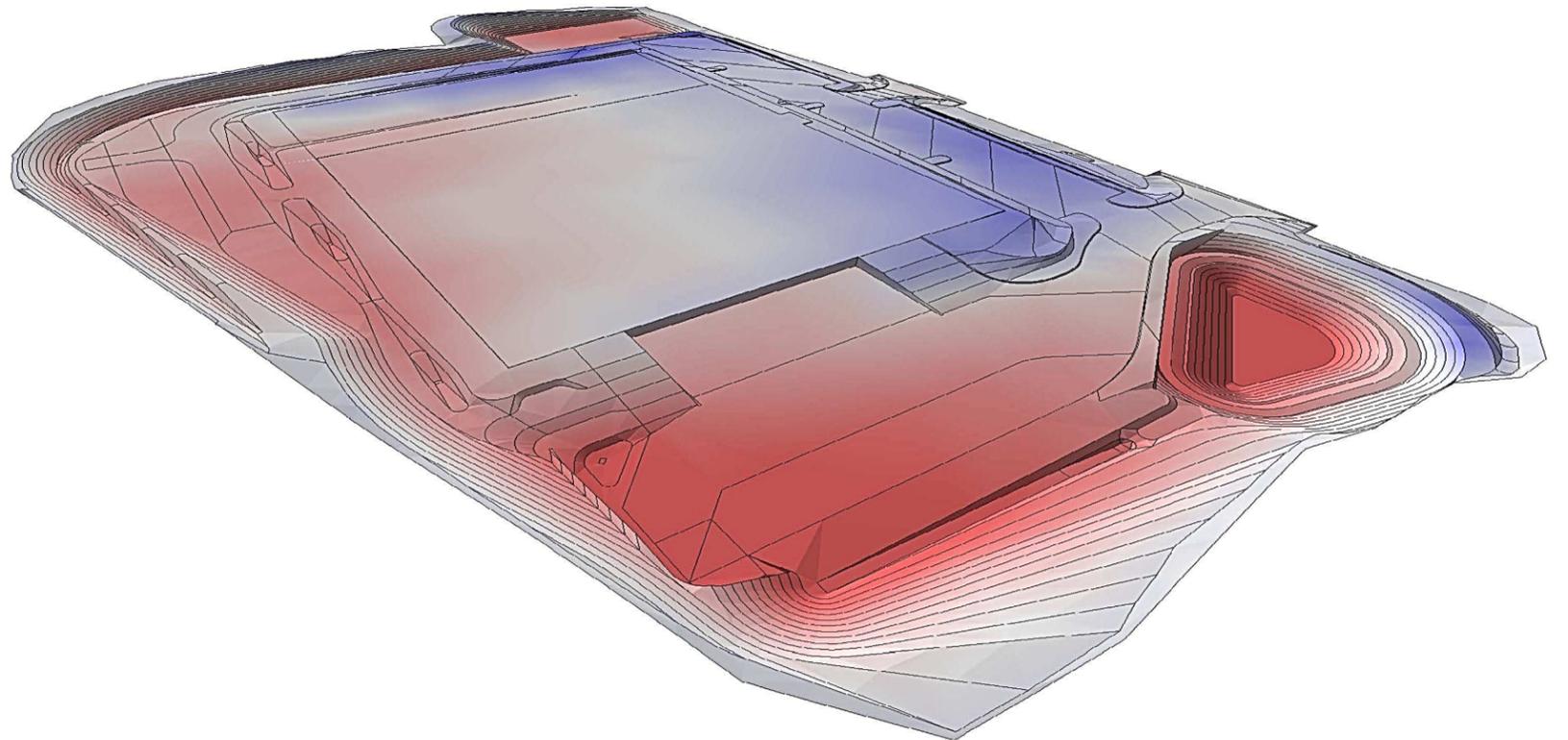
	Total	Cut	Area Fill	OnGrade	Volume Cut	Fill	Comp/Ratio Cut	Fill	Compact Cut	Fill	Export -Import	Change Per .1 Ft
APRON	575	567	1	7	17	0	1.00	1.15	17	0	17	2
APRON	637	637	0	0	17	0	1.00	1.15	17	0	17	3
APRON Sub:	1,212	1,204	1	7	34	0			34	0	34	5
BLDG PAD	74,222	45,716	25,942	2,564	3,483	1,509	1.00	1.15	3,483	1,735	1,748	316
CURB	772	92	671	9	1	66	1.00	1.15	1	76	-75	3
CURB	756	116	671	9	3	85	1.00	1.15	3	98	-95	3
CURB	84	0	84	0	0	3	1.00	1.15	0	3	-3	0
CURB	84	0	84	0	0	3	1.00	1.15	0	3	-3	0
CURB	85	0	85	0	0	7	1.00	1.15	0	8	-8	0
CURB	370	96	267	7	2	19	1.00	1.15	2	22	-20	2
CURB	523	518	1	4	37	0	1.00	1.15	37	0	37	2
CURB Sub:	2,714	922	1,863	29	43	183			43	210	-167	10
DOCK AREA	10,953	9,210	1,664	79	1,086	161	1.00	1.15	1,086	185	901	47
DUMPSTER PAD	600	600	0	0	287	0	1.00	1.15	287	0	287	3
FIRE ACCESS	11,889	6,588	5,146	155	935	832	1.00	1.15	935	957	-22	51
HD ASPHALT	32,967	18,365	14,172	430	4,743	1,348	1.00	1.15	4,743	1,550	3,193	140
LD ASPHALT	1,889	0	1,889	0	0	237	1.00	1.15	0	273	-273	8
LD ASPHALT	2,850	0	2,850	0	0	250	1.00	1.15	0	288	-288	12
LD ASPHALT	1,878	0	1,878	0	0	114	1.00	1.15	0	131	-131	8
LD ASPHALT	1,518	0	1,518	0	0	192	1.00	1.15	0	221	-221	6
LD ASPHALT	2,806	0	2,806	0	0	534	1.00	1.15	0	614	-614	12
LD ASPHALT	1,913	0	1,913	0	0	67	1.00	1.15	0	77	-77	8
LD Sub:	12,854	0	12,854	0	0	1,394			0	1,604	-1,604	54
PAD	128	128	0	0	39	0	1.00	1.15	39	0	39	1
PAD	81	81	0	0	14	0	1.00	1.15	14	0	14	0
PAD Sub:	209	209	0	0	53	0			53	0	53	1
SIDEWALK	64	5	72	17	0	1	1.00	1.15	0	1	-1	0
SIDEWALK	52	7	66	17	0	1	1.00	1.15	0	1	-1	0
SIDEWALK	484	0	484	0	0	76	1.00	1.15	0	87	-87	2
SIDEWALK	3,620	0	3,620	0	0	336	1.00	1.15	0	386	-386	15
SIDEWALK	90	0	89	1	0	1	1.00	1.15	0	1	-1	0
SIDEWALK	303	0	303	0	0	16	1.00	1.15	0	18	-18	1
SIDEWALK	200	200	0	0	43	0	1.00	1.15	43	0	43	1
SIDEWALK	25	25	0	0	2	0	1.00	1.15	2	0	2	0
SIDEWALK	25	25	0	0	3	0	1.00	1.15	3	0	3	0
SIDEWALK	25	25	0	0	4	0	1.00	1.15	4	0	4	0
SIDEWALK	25	25	0	0	3	0	1.00	1.15	3	0	3	0
SIDEWALK	53	23	18	52	0	0	1.00	1.15	0	0	0	0
SIDEWALK Sub:	5,076	335	4,654	87	55	431			55	494	-439	19
TOPSOIL SPREAD	205,114	127,951	67,568	9,595	23,276	7,364	1.00	1.15	23,276	8,469	14,807	874
Regions Total	357,810	211,000	133,864	12,946	33,995	13,222			33,995	15,204	18,791	1,520

Stripping Qty's	Plane Area	Slope Area	Depth	Volume
TOPSOIL STRIP	357,809	359,951	0.500	6,666

Sectional Qty's	Plane Area	Slope Area	Depth	Volume
APRON	637	638	0.750	18
APRON Sub:	637	638		18



Sectional Qty's	Plane Area	Slope Area	Depth	Volume
APRON	575	576	0.750	16
Total APRON Sub:	1,212	1,214		34
BLDG PAD	74,222	74,222	0.667	1,834
CURB	84	90	0.750	3
CURB	85	88	0.750	2
CURB	796	844	0.750	23
CURB	772	824	0.750	23
CURB	523	555	0.750	15
CURB	370	389	0.750	11
CURB	84	88	0.750	2
CURB Sub:	2,714	2,878		79
DOCK AREA	10,953	11,147	0.500	206
DUMPSTER PAD	600	600	0.500	11
FIRE ACCESS	11,889	11,893	0.500	220
HD ASPHALT	32,967	32,980	0.916	1,119
LD ASPHALT	2,805	2,807	0.667	69
LD ASPHALT	1,878	1,882	0.667	46
LD ASPHALT	2,850	2,851	0.667	70
LD ASPHALT	1,913	1,920	0.667	47
LD ASPHALT	1,889	1,896	0.667	47
LD ASPHALT	1,518	1,520	0.667	38
LD Sub:	12,853	12,876		317
PAD	81	81	0.500	2
PAD	128	128	0.500	2
PAD Sub:	209	209		4
SIDEWALK	200	200	0.330	2
SIDEWALK	25	25	0.330	0
SIDEWALK	25	25	0.330	0
SIDEWALK	92	93	0.330	1
SIDEWALK	90	90	0.330	1
SIDEWALK	303	303	0.330	4
SIDEWALK	25	25	0.330	0
SIDEWALK	25	25	0.330	0
SIDEWALK	94	95	0.330	1
SIDEWALK	93	94	0.330	1
SIDEWALK	484	485	0.330	6
SIDEWALK	3,620	3,627	0.330	44
SIDEWALK Sub:	5,076	5,087		60
TOPSOIL SPREAD	205,114	210,882	0.500	3,905
Sectional Total	357,809	363,988		7,789



Our marketing plan for 2335 Campground Road is focused on two goals:

1. Make the property as physically attractive as possible.
2. Show the property to as many qualified end users as possible.

In order to accomplish goal #1, we need the support of the City of Greensboro and the resources of the Shovel Ready Loan Program to fund the scope as defined in this proposal and as estimated in the Site Development Estimate

In order to accomplish goal #2, Samet would perform the following:

- Value the property, based upon expected, available built upon area in addition to site work expense incurred to date
- Present the property nationally to the Certified Commercial Investment Member (CCIM) organization, of which Samet is a member
- Present the property to the state, NC Department of Commerce Development Team
- Present the property to the Greensboro Economic Development Alliance
- Present the property to exclusive Site Selection Consultants active in our market
- Present the property to local & regional Commercial Brokerage Firms
- List the Property on Access NC – NCDOC’s online site search tool (DONE)
- List the Property on online listing services including Karnes & Co-Star
- Highly visible site signage, indicating the site is Available
- Develop a professional marketing package for the property including conceptual building design, size, pricing and lease rates
- List the Property on www.sametcorp.com
- Email and Direct Mail campaign to qualified prospects
- Telephone Prospect for qualified Buyers or Tenants
- Monthly email reporting to the City of Greensboro and the ownership group on progress, inquiries, site visits and overall project traffic.

Section 4

Samet commits to meeting MWBE participation goals in collaboration with our client, the community, and trade partners. As community leaders, we have a long-standing commitment to the Minority and Women Business Enterprise community and are known for delivering results. We are committed to maximizing MBE and WBE participation and continuing to help MWBE organizations enhance and further develop their businesses. We pride ourselves in our ability to develop and maintain meaningful mentor relationships with MBE/WBE firms. To that end, our mentorship relationships can be better defined as mutually beneficial partnerships that ultimately allow us to provide our customers with a competitive edge.

Samet HUB Involvement

Samet Corporation has always been committed to the involvement and development of local HUB subcontractors. This commitment begins at the top of our organization and resonates through each employee. Samet’s founder, Norman Samet, is a co-founder of the Inclusive Capitalism Partnership Program. This program is designed to develop relationships between prime contractors and minority subcontractors in order to contract and promote opportunities for minority contractors. For example, our team has partnered with SRS, Inc. in a joint venture relationship beneficial to both companies. Through this relationship, Samet has provided tutelage on eleven projects to help develop SRS staff. As a result, the SRS Preconstruction Support and Construction staff will be continuing to develop skills within our partnership. This is the true intent of a HUB Strategy and our actions show that we want to develop historically underutilized businesses. Organizationally, we are devoted to this process and integrate it throughout our projects tier by tier.

Below are select MWBE totals on schools, government, and private projects with a North Carolina emphasis which Samet has achieved, some with our joint venture partner, SRS, Inc.

Team	Owner	Project Value	Project Type	MWBE Participation
Samet	Gateway University Research Park	\$1.1 M	D-B-B, SRS Inc. performed as trade partner	15.9%
Samet	Maple Professional Park	\$356,000	Road widening/improvements	26%
Samet	Newbridge Bank Ballpark (Greensboro Grasshoppers)	\$14.4 M	Construction of new Minor League Ballpark	10%
Samet/SRS	Guilford County Schools	\$16 M	CM@Risk, George C. Simkins Elementary	35% Goal
Samet/SRS	Winston-Salem State University	\$26 M	CM@Risk, Student Activities Center	31.76%
Samet/SRS	Guilford County Schools	\$14.5 M	CM@Risk, Union Hill Elementary	34.36 %
Samet/SRS	NC A&T, UNC-G, GURP	\$47.3 M	CM@Risk, Joint School of Nanoscience and Nanoengineering	23.8%
Samet/SRS	GTCC	\$7 M	CM@Risk, Guilford Technical Community College	26%
Samet/SRS	UNC-G – Jefferson Suites	\$27 M	CM@Risk, Residence Halls	26.56%
Samet/SRS	Guilford County Schools	\$12.7 M	CM@Risk, Summerfield Elementary	31%
Samet/SRS	GTCC Cameron Campus	\$30 M	CM@Risk, Cameron Campus	30%
Samet/SRS	Winston-Salem State University	\$8 M	Center for Design Innovation	preconstruction

Case Study:

George C. Simkins Jr. Elementary School Trade Partner Procurement Strategy

➤ Solicitation

- Samet/SRS utilizes a database of hundreds of subcontractors to launch their procurement effort.
- The database is organized into divisions of work and each is preliminary prequalified to perform the work scope. Each company receives an invitation to bid the work via system-wide email.
- Advertise the opportunity to bid in local media outlets.
- Participate, as an ongoing effort, in annual and local Minority Trade Fairs, for example: UNC System Triad Coalition Annual Construction and Supplier Outreach Event (WSSU, UNCG, NCA&T) and Gateway City Annual Gate City Minority Business Opportunity Fair (NCA&T).

➤ Maximize Bidder Participation

- Communicate to all prospective bidders that the degree of minority participation will be a determining factor in selection of successful subcontractors.
- Conduct receptions and matchmaking (meet and greet) activities for interested MWBE firms to meet and interface with larger, prime contractors in order to begin to establish long term relationships.
- Host events that match suppliers with trades.
- Provide access to insurance and bonding agents through meet and greet events.
- Phone solicitations and regular mailings with structured classes on bidder preparation/forms as needed.
- Consistent follow up regarding project information and key project timelines.



The above pictures are of a recent MWBE social held at GCS for Simkins Elementary

➤ Innovative Methods

- Samet/SRS will take the work scopes and “unbundle” to provide more opportunities for MWBE and local subcontractors.
- Establish concise payment procedures to assist with smaller firms.
- Provide assistance with certification procedures at the State.
- Maintain 2nd tier MWBE strategy that marries smaller firms to larger allowing win-win for both firms.

Case Study:

**George C. Simkins Jr. Elementary School
Results Summary**

➤ **Project Facts**

- Total GMP for bid package #1 and bid package #2 = \$16,304,569.
- Over 300 companies received notice of the George C. Simkins Project for both the outreach mixer and initiation to bid.
- The Outreach Mixer included 63 different subcontractor companies. Of those represented:
 - 23 were from Guilford County (33%)
 - 13 companies were represented as WBE (18%)
 - 17 companies were represented as MBE (24%)
- Our Outreach mixer also included GCS, City of Greensboro, UNCG HUB Coordinators and Grover Burtthey from the State HUB Office . There were also eight vendors in attendance looking to assist with insurance to janitorial supplies to manpower.
- Bid Package #1 included site layout and excavation, underground utilities, paving, curb/gutter, erosion control and general trades.
- Bid Package #2 included building and associated trade packages.
- There were 19 different MBE companies approved to bid as 1st Tier... 15 African American firms and 4 Hispanic firms.

➤ **Maximum Bidder Results**

- 200 Firms prequalified to Bid 1st Tier on multiple packages.
- Bid Package #1 = \$3,245,895 Total. Bid awards of \$2,168,803 were to MWBE firms:
 - \$253,000 (7.79%) MBE
 - \$1,915,803 (59.02%) WBE
 - 40% of the initial trade packages (2 of 5) were awarded to 1st Tier MBE firms
 - 80% (4 of 5) of the trade packages were awarded to 1st Tier MWBE firms
- Bid Package #2 = \$13,058,674 Total. Bid awards of \$7,459,630 were to MWBE firms:
 - \$3,636,257 (27.84%) MBE
 - \$3,823,373 (29.27%) WBE

Totals	WBE	MBE
\$16,304,569	\$5,739,176	\$3,889,257
100%	35.20%	23.85%
Total MWBE Participation:	\$9,628,433 (59.05%)	

➤ **Analysis**

- Under the MBE category, \$1,986,699 or 12.18% of the total project awarded to African American owned companies. \$1,902,558 or 11.66% of the total project awarded to Hispanic owned companies.
- The GCS total MWBE goal was almost exceeded by African American owned companies outright.

Section 5

**SITE DEVELOPMENT ESTIMATE**

2335 Campground Road, Greensboro, NC

SCHEDULE OF VALUES

<i>DESCRIPTION</i>	<i>Unit Cost</i>	<i>Quantity</i>	<i>TOTAL COST:</i>
Preconstruction, Design Review, Constructability Review & Bidding	\$7,800/EA	1	\$ 7,800.00
Civil Design and Permitting	\$36,100/EA	1	\$ 36,100.00
General Conditions, Project Management, Insurance	\$26,500/MO	3	\$ 79,500.00
8" Gravity Sewer Extension	\$35/LF	800	\$ 28,000.00
2" Force Main	\$10/LF	3000	\$ 30,000.00
Sewer Structures	\$2,000/EA	12	\$ 24,000.00
Lift Station	\$150,000/EA	1	\$ 150,000.00
Water Main Extension	\$30/LF	2100	\$ 63,000.00
Site Grading, Erosion Control, Storm Water Improvements	\$22,500/AC	20	\$ 450,000.00
Existing Structure Demolition	\$58,300.00	1	\$ 58,300.00
TOTAL ESTIMATED SITE DEVELOPMENT ESTIMATED COST:			\$ 926,700.00



SAMET
CORPORATION

Building Structures. Building Relationships.