



# OnSite

## Building Excellence

### HIGH-PERFORMANCE CONSTRUCTION



**T**he New River Auto Mall in Hardeeville, SC, brought a unique concept to the growing Lowcountry market: multiple auto dealerships located on a single site. Shelco, Inc. has played an integral role in this ambitious project since day one, and continues a long and successful partnership with the mall's developer.

In 2002, Shelco was invited to bid on the first two car dealerships to be located on the property – a 9,000 SF Infiniti dealership and a 12,000 SF Nissan dealership. Selected as the low bidder, Shelco completed the projects on a fast-track schedule with both dealerships being built concurrently. Shelco proved to be a reliable local construction resource for First Team Properties, an out-of-town developer based in Florida, as well as for Forum Architects, the project's architectural firm. Once the job was completed, Forum Architects' lead project manager said of

Shelco: "The spirit of teamwork permeated the job from start to finish. Staffing and attentiveness to detail were excellent, and Shelco was a proactive part of the partnership throughout the job."

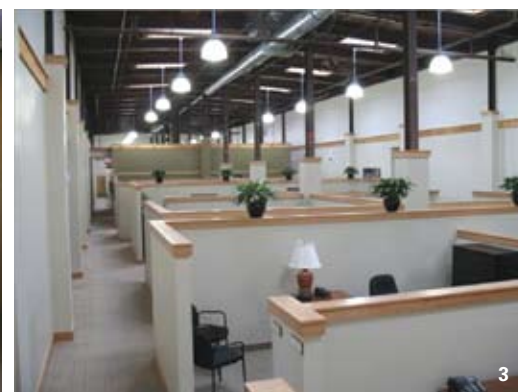
For the next phase of development, First Team Properties again turned to Shelco to construct a five-acre site for three new buildings – an 11,000 SF Mazda dealership, a 9,000 SF Porsche dealership and a 10,000 SF service center. Once again, Shelco completed all projects on schedule and within budget.

Fast-forward to 2007, when First Team Properties acquired the local Land Rover dealership and decided to combine it under one roof with an existing Jaguar dealership. For this challenging renovation/addition project, the firm asked Shelco to take on a design-build role, streamlining the process of meeting corporate building standards. Working with local design firm Runyon Architects, Shelco

completed construction in less than five months, achieving the critical milestone of a year-end inventory relocation.

Shelco was tapped yet again earlier this year to perform as the design-builder for the new 12,000 SF Volkswagen Hilton Head dealership, currently under design at the New River Auto Mall.

Warner Peacock, President of First Team Properties, has taken an active role in each project. The ongoing relationship and repeat business reflect his complete faith in Shelco's abilities. In a recent discussion with Shelco CEO Ed Rose, Mr. Peacock stated: "As a result of our experience with Shelco over the years, I no longer choose a GC through the bid process – I go straight to Brendan Bambrick and Shelco. I know the project will be completed on time, with good communication and solid professionalism maintained every step of the way."



# QUALITY FROM THE INSIDE OUT

In addition to Shelco's typical project mix, we have created a portfolio of specialized office projects including upfits and renovations for leading companies throughout the Carolinas. Modern and elegant in design, these interiors give the corporate workplace a distinctive personality and a highly polished image.

- 1. **Piedmont Natural Gas**, Charlotte, NC
- 2. **Collett & Associates Corporate Office**, Charlotte, NC
- 3. **Hanes Companies, Inc.**, Winston-Salem, NC
- 4. **AON Consulting & Risk Services**, Winston-Salem, NC

- 5. **Time Warner Cable Regional Information Center**, Columbia, SC
- 6. **Blue Cross Blue Shield**, Winston-Salem, NC
- 7. **Mecklenburg Medical Group**, Charlotte, NC
- 8. **Campbell Alliance**, Raleigh, NC

## President's Message



Dear Friends & Clients,

What unusual times we are facing! A down economy and slowing development have caused the construction industry to rethink our course of action. Yet opportunities do exist. In 2008, Shelco focused attention on the public/municipal marketplace, and this year, approximately 35% of our revenues will come from that sector – as compared to the historical average of less than 20%.

We have also increased activity in specialized projects, primarily upfits and renovation work. You will see several projects featured

in this issue that represent our success in this market segment.

Regardless of the type or size of projects we pursue, one thing remains constant – “building excellence” through exceptional customer service! Our philosophy has been key to forming great industry relationships, with First Team Properties as a prime example. Beginning with a bid situation, Shelco did business the right way, and as a result, we have enjoyed additional partnering opportunities with this leading development firm.

We are grateful not only to First Team Properties, but to all of our clients who remain loyal to Shelco for their construction needs. We appreciate your confidence in our company and personnel, and we will continue to make customer service the highest priority on your projects.

Sincerely,

D. Edwin Rose  
President & Chief Executive Officer

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## inDevelopment

### American Asset Corporation:

Completed Brier Creek VI, a 129,000 SF office building in Raleigh, NC.

### Qualcomm:

Completed a 135,000 SF upfit at Brier Creek III in Raleigh, NC.

### Carolina First Bank:

Completed two branch banks and started a third in Bluffton, SC.

### REI Sports:

Completed construction of a 31,000 SF store in Biltmore Park Town Square in Asheville, NC.

### BB&T:

Completed a 4,000 SF branch bank in Concord, NC, and started construction of a branch in Lancaster County, SC.

### Forsyth County Board of Education:

Started construction of a middle school and an elementary school in Forsyth County, NC.

### Collett & Associates:

Completed a 17,000 SF upfit of new corporate offices at The Metropolitan in Charlotte, NC.

### Charlotte Douglas International Airport:

Awarded the construction of the new 3,400-space Business Valet parking deck in Charlotte, NC.

### JDL Castle:

Completed the Citizens Immigration Services for Homeland Security, a 34,000 SF building with a Bronze Level LEED Certification. in Durham, NC.

### Buncombe County:

Awarded a \$23 million contract to build a 40,000 SF addition and an eight-story parking deck for the Department of Human Services in Asheville, NC.

### City of Hardeeville:

Completed Phase II of a recreation complex with a football field house and a scoring tower in Hardeeville, SC.

### Highwoods Properties:

Recently completed Glen Lake VI along with a parking deck for the RBC Tower, and started construction on the 25,000 SF PRA upfit.

### Novant Health:

Awarded a 50,000 SF upfit in the new Providence Plaza office building in Charlotte, NC.

### Beacon Partners:

Completed a three-building, 90,000 SF campus for Pine Lake Prep School in Mooresville, NC.

### Merrifield Partners:

Awarded the Cosgrove, a 30,000 SF office building in Chapel Hill, NC.

### Blue Cross Blue Shield:

Awarded two renovation projects totaling 60,000 SF in Durham, NC.

### Carolinas HealthCare:

Completed a 17,000 SF corporate office upfit in Charlotte, NC.

### Boylan Properties:

Began work on a 500-space parking deck at Windsor Apartments in Raleigh, NC.

### Clayton Dialysis:

Started construction on a 10,000 SF dialysis facility in Clayton, NC.

### Appalachian State University:

Completed renovations and expansion to the visitor's side of Kidd Brewer Stadium in Boone, NC.

### St. George Warehouse & Distribution:

Completed a 117,000 SF upfit in Charleston, SC.

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## **WE COULDN'T MANAGE WITHOUT THEM: Shelco Salutes Our Office Managers**

Keeping our operations on track and our customers happy, Shelco's office managers reflect our commitment to exceptional service. These valued team members manage our five Shelco offices across the Carolinas. If you've had the pleasure of talking with Pam, Stephanie, Shirley, Beverly or Janet on the phone or in person, you can certainly see why we enjoy working with them so much. For their great attitudes, dedication and hard work, we salute our office managers – five essential reasons for Shelco's success.



**Pam Cuthbertson**  
Bluffton, SC



**Stephanie Hartman**  
Greenville, SC



**Shirley Walser**  
Charlotte, NC



**Beverly Ward**  
Winston-Salem, NC



**Janet Yount**  
Raleigh, NC

