

OnSite

Building Excellence

CELEBRATING 30 YEARS OF WINNING PARTNERSHIPS

It is doubtful that anyone at Shelco travels more miles in a year than Richard Barnette. As Vice President of Information Technology for the company, he is responsible for WAN and user support in Shelco's five offices in the two Carolinas, answering calls and questions from more than 100 users within the company system. Standard office applications, Timberline and Primavera all fall under his responsibility, as well as coordination of Shelco's new CMiC computer upgrade. In his spare time, Richard even assists with the company website.

Along the way, Richard has had some very interesting career highlights. He served in the U.S. Navy for eight years. During his time of duty he was responsible for maintenance and operation of a digital computer-driven weapons control system. He also supervised tactical weapons handling evolutions for six years on a nuclear-powered fast attack submarine, which required Top Secret security clearance.

Before joining Shelco in 1999, Richard received an Associate in Applied Science Degree in Computer Engineering Technology from Central Piedmont Community College in Charlotte. We appreciate the many miles Richard drives and all that he does to make sure that Shelco keeps pace with the ever-changing world of computer technology.



Richard Barnette
Vice President Information Technology
Shelco, Inc.

The Southeast is one of the nation's most economically vibrant regions, and Shelco has grown as an industry leader since our beginning in 1978. We approach our fourth decade with renewed energy and focus, carrying on the can-do spirit of founders Charlie & Ed Shelton.

Shelco continues to make a name for itself throughout the Carolinas and has earned a reputation for quality, integrity, performance and value. If there is a secret to longevity in this highly competitive industry, it is developing personnel from within while adding the strengths of skill sets brought by newer employees.

Ed Rose, Chairman & CEO, joined the company in 1983 and continues to instill the culture that he learned as a young project manager just out of school. "We over-manage and over-communicate," he says. "That is the basic philosophy for our company, whether in the office or in the field." It is a philosophy that has produced results. Since 1978, the company's revenues have totaled \$3.76 billion and will top \$4 billion by the end of this year. Under the new management group, which took the reins in 2003, \$1.5 billion of the total revenues have occurred during this five-year period.

Dan Perry, Executive Vice President in the Raleigh office, says: "In my 17 years with the company, I have been impressed by the loyalty of the team and the approach we take to do the right thing."



Howard Peabody, Leo Stepansky, Jack Brown, Scott Bengel, Chuck Easley, Ed Rose, Barry Gardner, Les Pearce, Susie Campbell, Brendan Bambrick, Rick Sanders, Dan Perry, Ike Grainger, Bud Palmer, Andy Hall, Gerard Reid, (Not pictured: Lee & Earl Hiatt)

Brendan Bambrick joined the company nine years ago and now manages the Bluffton office. "I was impressed initially as a project manager by the importance of integrity in the way we do business," he comments. "There is no other way than the right way."

Ed agrees. "What's most satisfying is how little our attitudes have changed over the years," he explains. "Sure, we always need to adapt to the changing market conditions, but we also must adhere to the basic foundation and values set years ago. I think our clients recognize how cohesive and collaborative we are as a team."

Brothers Lee and Earl Hiatt, field executives with over 25 years each in field supervision experience, explain the winning attitude that is critical to meeting challenges today and into the future: "We try to keep it simple when we are explaining the process to our guys on the jobsite – build it as if it were your own."

The Shelco culture has successfully carried the company into a new decade, and the focus will remain on the customers' needs – through over-managing, over-communicating and always doing the right thing.

Shelco, Inc.
Six Parkway Plaza
5016 Parkway Plaza Blvd., Suite 100
Charlotte, NC 28217



Cornerstones and Milestones

“Shelco comes with solutions, not problems.”

ALAN WOLFE Forum Architecture and Interior Design, Inc.

2003



Shelco welcomes a new leadership team and celebrates 25 years in business with signature projects such as the new 324,000 SF Palliser Ltd. Showroom in High Point, NC.

2004



Victory Junction Gang Camp, serving special needs children, becomes a reality for co-founders Kyle and Pattie Petty as Shelco leads a collaborative effort of many volunteers for this 62-acre project.

2005



Chicago-based developer AlterCare and Carolinas HealthCare System team up to develop a 2,800-space parking deck and medical office building at Morehead Medical Plaza.

2006



Shelco joins the Wake Forest University Health Sciences project team for the Piedmont Triad Research Park biotechnology facility in Winston-Salem, NC, which includes 70% of lab space to support tissue and organ research.

2007



Shelco's first LEED-Certified project is completed for Liberty Property Trust in Greenville, SC, with a Silver Level certification for the 85,000 SF office building.

2008



Biltmore Park Town Square, a high-density mixed-use project for Crosland, is a premier development for the Asheville area being built on a 52-acre site on part of the Biltmore Farm.

President's Message



Dear Friends & Clients,

As we celebrate our 30th year in business, the last five years under our current management structure, a number of things come to mind that demonstrate the strides we are making as a company.

In recent years, we have completed our first LEED Certified (silver level) project, we successfully entered the Biotech market with several projects on the Piedmont Triad Research Park campus, we are involved with Mission Critical projects and we have over \$100 million under contract in public school and institutional work.

Internally we have spent many months over the past year transitioning from a non-integrated computer system to a more sophisticated and advanced integrated system, making project data more accessible to our project managers.

Each of these accomplishments is the result of one thing – our employees! As new people come on board, they bring new talents and skills that allow us to pursue new market areas. Without the dedication, innovation and commitment of all of our team (we now have 16 people with over 15 years' experience) none of this would be possible.

You will read comments from both clients and employees in this issue that I believe help define our culture and have allowed us to achieve our level of 82% repeat business. I am proud of all involved in these accomplishments and am certainly appreciative of you, our clients and friends, for all of your support.

Sincerely,

D. Edwin Rose
President & Chief Executive Officer

“There are many reasons that we have chosen Shelco to develop this and other important assets. First and foremost, we have the utmost respect for their company leadership. They have earned our loyalty by performing as promised again and again.”

PETE LASH
President / Beacon Partners

“They were always courteous to our employees, as well as the subcontractors, designers and architects. A true business partner.”

DONALD DEBETHIZY, PHD
President & CEO / Targacept

“Your value engineering effort resulted in a substantial reduction in the construction cost of the facility.”

PAUL SPOKAS
Senior PM Design & Construction /
The Staubach Company

“In the interest of saving time and the client's money, the Shelco team worked with us to create effective solutions to field issues. The result was a collaborative team atmosphere.”

RICHARD E. STONIS
Director of Interior Architecture /
Cooper Carry

“Shelco's follow-up on addressing concerns, punch list items, etc., has been great. They demonstrate the same concern and commitment after leaving the site as they did while still mobilized there.”

DAVE STEVENS
CFO / Kenan-Flagler Business School

“As issues arose the team always maintained a positive “can-do” attitude, responding quickly and confidently to problems.”

ROBERT A. SADLER
Principal Scientist /
RF Micro Devices

Charlotte
5016 Parkway Plaza Blvd. • Suite 100
Charlotte, NC 28217
704.367.5613
igrainger@shelcoinc.com

Greenville
30 Patewood Dr. • Suite 151
Greenville, SC 29615
864.286.2300
jbrown@shelcoinc.com

Bluffton
3 Clark's Summit Dr. • Suite 201
Bluffton, SC 29910
843.815.8900
jbrown@shelcoinc.com

Raleigh
3201 Beechleaf Ct. • Suite 401
Raleigh, NC 27604
919.877.2600
lpearce@shelcoinc.com

Triad
1381 Old Mill Circle • Suite 300
Winston-Salem, NC 27103
336.760.5009
bpalmer@shelcoinc.com

www.shelcoinc.com