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UNIQUE APPROACH TO TIMBER FRAMING LEADS TO MARKET SUCCESS

PIEDMONT CONSTRUCTION GROUP



BROTHERS SUCCESSFULLY LEVERAGE DIVERSE BACKGROUNDS

by Amy McNeil

DAVID AND SCOTT THOMPSON FOUNDED Piedmont Construction Group in 1995. The Atlanta-based company is a full-service general contractor, construction-management and design-build firm servicing many industries in the Southeast. The Thompson brothers have leveraged their diverse backgrounds to steadily expand their company while upholding an emphasis on customer service.

Above: Parkview High School, addition and renovation, Lilburn, Ga.

David and Scott had discussed opening

a business together for several years.

“Our father started an architectural firm in Atlanta and was always a big advocate of working for yourself instead of someone else,” explains Scott, co-owner and chief financial officer of Piedmont Construction Group. David and Scott decided to open a business that would incorporate both of their strengths. David had approximately 20 years of experience in the construction industry at the time. Scott was a lawyer who had also received an M.S. in

Real Estate Development from Columbia University. They looked forward to building something of their own. "I was tired of solving other people's problems [as a lawyer]," Scott jokes.

The Thompsons each took on specific roles. David oversees operations while Scott manages administrative, financial and legal aspects. "Each of us has a unique skill set and knowledge that

medical, institutional and light industrial fields. Some clients have included Macon State University, Fort Valley State University, University of Georgia, Harley Davidson, Coldwell Banker, and the Salvation Army.

Hard bids comprise roughly 40 percent of Piedmont Construction Group's work, with the remainder being on a negotiated basis. The company does

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Scott Thompson, Co-Owner & CFO

lends to areas. It works well," says Scott. They also based their practices on what they had learned from their father. "He instilled two things in us: One, the architect is always right. And two, the successful contractors he worked with were the ones that came in and adopted not just the talk about

new construction, remodels, historic renovations and additions. The range of projects is a testament to the company's skill and growing reputation. Piedmont Construction Group has built office buildings, parking decks, movie theaters, dialysis centers, car washes, retail centers, all levels of educational and other facilities.

One of the company's most unique projects was 231 Riverside Drive, which was a renovation and addition to a structure built in the 1880s. "It was built, remodeled, condemned and remodeled again before we became involved," recalls Scott. The building's lead tenant, a law firm, hired Piedmont Construction Group to renovate it and create an addition. "We worked with the design team and started construction on a fast track schedule. Then the firm said they had merged with another firm and expanded the company. In the same original timeframe we now had to expand the footprint by 50 percent to accommodate the growth," says Scott. Piedmont Construction Group worked with the design team and was able to meet the client's changing needs and program. "A project is successful if it's on time, within budget and exceeds expectations," says Scott.

Piedmont Construction Group is a member of the US Green Building Council and has a LEED-accredited

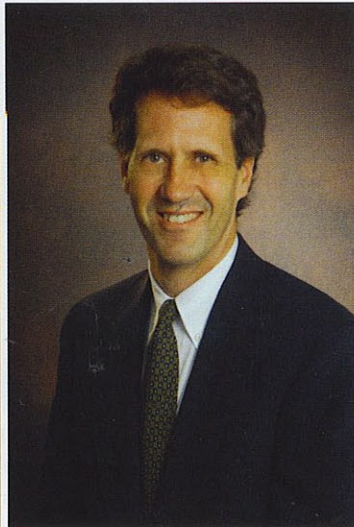
working as a team, but took it and adopted it as practice," says Scott. "We embrace that. We do that."

Piedmont Construction Group has grown based on that practice. The company now has three office locations in Georgia. Its clients span educational,

Left: Parkview High School, addition and renovation, Lilburn, GA.

Right: Scott Thompson, co-owner and CFO.

Far right: The Ice House, addition and renovation, 1st Place Winner of the AGC Georgia Branch, 2007 Build Georgia Awards, Macon, GA.



professional. "We're on the leading edge in the balance of the state, and we believe that clients will want to avail themselves of the opportunity [to build green]," says Scott. "It also allows us to put more of our personal beliefs into our business model. Kids work and live here. We as builders need to do what we can to conserve resources and energy usage." When the company meets with clients, it shares green design options. "We look at a 25-year horizon, not a 25-month horizon," says Scott.

The Thompsons also have a long-term view with their company. "We've got a good growth model, and we're very pleased with the people we've brought on. We've got a good backbone for continued growth," says Scott. The company looks to grow carefully and steadily in the Southeast, but the Thompsons do not believe they will be limited by the region. "We see continued viability for commercial construction in the Southeast, so we're looking forward to the next 20 years," says Scott. ABQ

PIEDMONT
CONSTRUCTION
GROUP AT A GLANCE

LOCATION:
Atlanta, GA

EMPLOYEES: 94

REGION COVERED:
Southeast US

AREA OF SPECIALTY:
New construction,
remodels, historic
renovations and additions

