



salisbury
moore

Hotel Renovation Specialists

Quality Without Interruption

Welcome to Salisbury Moore

Salisbury Moore has over 30 years of experience in the general contracting business with a deep commitment to quality, integrity, and professionalism. For the last 10 years, we've been dedicated to the needs of the hospitality industry. Today, we have over 15,000 guest rooms and over 100 public space renovations under our belt. Our portfolio includes some of the most widely recognized brands in the hotel industry and we're proud of our stellar reputation for quality, reliability, and service. As a result, over 75% of our projects are with repeat clients. This is indicative of a customer base made up of loyal and satisfied clients accustomed to the Salisbury Moore brand of service. We stand ready to partner with you on your next project and look forward to demonstrating the Salisbury Moore difference.

"As a company devoted to the Hospitality industry, I am committed to excellence in all the work we do. Providing experienced supervision and retaining loyal Subcontractors with a dedicated labor force for carpentry, wall finishes, flooring and painting, allows us to deliver a superior product and affords us total control of our projects. This approach allows us to meet deadlines and make the construction process seamless for our clients while minimizing the impact to the hotel's operations."

— Kelly G. Miller, President



Our Culture

Salisbury Moore is uniquely positioned to effectively and efficiently manage projects across the United States. We pride ourselves on open and clear communication at every stage, unparalleled attention to detail, and the ability to relate to each project's unique situation as seen from the client's perspective.

Problem solving and quick action are engrained into the Salisbury Moore culture and process. While it's impossible to identify every challenge before construction begins, our team is dedicated to swiftly identifying solutions in order to keep the project on schedule and minimize the impact on guests. We appreciate the unique circumstances of working within an operating hotel as well as the importance of reducing lost revenue due to construction, and understand our clients' desire to work with a company they can trust. Mark Twain once said, "It's never wrong to do the right thing." We invite you to speak with any of our notable list of clients about their own renovation experience.

The Whole Package

Whether you're looking to renovate one room or an entire resort, Salisbury Moore is the one to call. We have experience in all hospitality spaces, including guest rooms, restaurants, and lobbies as well as spas and lounges. Our streamlined approach to construction without interruption makes us a one-stop shop for all your project needs. Dream it, plan it, build it—that's the Salisbury Moore way.



A vital part of the business philosophy of Salisbury Moore is sharing its resources with those in need and providing nonprofit services to both local and international communities. Social responsibility is at the heart of our business and a sense of pride in our employees that extends beyond the job site.

Our **Services**

Thanks to years of experience, we're able to complete high quality renovations and conversions at competitive prices with minimal impact on your daily operations. Guest satisfaction and timeliness are of the utmost importance, and we maintain a "whatever it takes" attitude at every stage of the process.



Hotel Renovations and Conversions

We're proud to provide client assistance across the board, including before, during, and after the construction process. The valuable experience we have gained has allowed us to become skilled in all areas of the construction process. We have renovated and converted everything from small limited service hotels to 500 plus room resorts and Five Star properties.



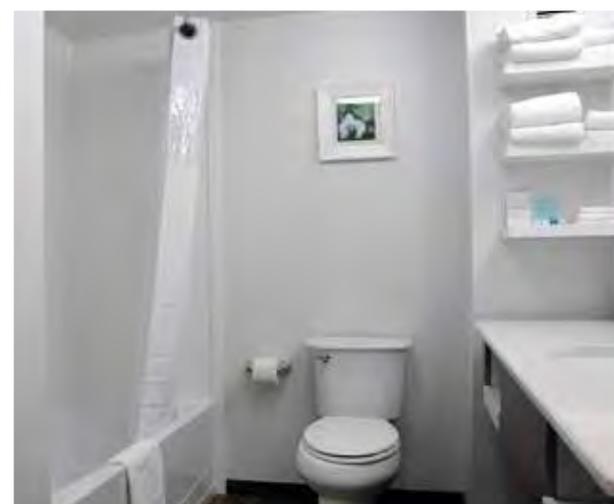
Constantly Exceeding **Our Partners' Expectations**

Our Portfolio

Quality Materials and Service



High Quality **Craftsmanship**



Latest **Construction Techniques**



Visit us at www.salisburymore.com to see more.

Testimonials and Recent Projects

"I would recommend Salisbury Moore to anyone. They're a top-notch company and incredibly easy to work with. They've gone above and beyond their contractual responsibilities to do whatever needs to be done to complete this renovation in a timely fashion and an eye for quality."

*~ Ron Wojcik,
Regional Director of Operations for Alliance Hospitality*

"Having been involved with several renovation projects throughout my years in the hotel business, I have never experienced more professional and engaging contractors as Salisbury & Moore. To complete the extensive scope of work with little to no guest complaints and service interruptions is quite rare. I highly recommend Salisbury Moore to any operator looking to conduct a property improvement plan."

*~ Jim Williams,
General Manager of Courtyard Charlotte City Center*

"Salisbury Moore is one of our go-to general contractors. Their professionalism and attention to budget, quality, and schedule make them a valuable part of our development team. I would highly recommend them for any size hospitality renovation project."

*~ Tom Young,
Spectrum Development Group*



Our Team



Kelly G. Miller / *PRESIDENT*

Kelly has over thirty years of general management and business development experience with such companies as Caterpillar, Mercedes-Benz Credit, Detroit Diesel, and MTU Friedrichshafen. Mr. Miller maintains that the winning formula for success is tied directly to his pinpoint focus on the customer and ensuring complete satisfaction. This focus, along with his knowledge and experience in the area of general management, and high efficiency organization, will enable him to ensure Salisbury Moore remains a strong and viable company long into the future.



Andrew R. Harvick / *VICE PRESIDENT OF OPERATIONS*

Andrew graduated from Clemson University with a degree in Finance. He has an extensive background in hotel renovations. Andrew started his hospitality career as a superintendent and worked his way up through procurement, estimating and project management. His extensive experience in all phases of the renovation process give him the ability to anticipate challenges before they arise. His priority is to deliver a high quality product on time and within budget, while reacting quickly and effectively to any situation that arises.



Michael Nolan / *CHIEF FINANCIAL OFFICER*

Mike has 35 years of experience in accounting and finance. He was a CPA for over 20 years, spending 10 years with Ernst & Young and 10 years as a CFO for publically traded companies. Mike has also been a financial consultant to Fortune 500 companies and a contract CFO for private equity firms' investments. He brings to Salisbury Moore his broad experience in the construction industry and his extensive experience in accounting systems and controls, financial reporting and operational analysis.



Vincent Rodda / *CONTROLLER*

Vinnie has been a CPA for over 25 years and in 2014 relocated to North Carolina from Long Island NY. He has worked for some of the largest construction and engineering companies on Long Island including Posillico Group, Asplundh Construction and Greenman-Perdersen. Over his career, he has held various financial positions and has been involved in all facets of accounting, finance, job costing and system integrations. Vinnie has become a valuable resource to Salisbury Moore Construction in the areas of budgeting, as well as project cost tracking and reporting, which has enhanced the company's ability to achieve their job costing targets as well as their stated corporate financial goals.

Raleigh Corporate Office

2617 Rowland Road, Suite108
Raleigh, NC 27615

Office: **919-930-8770**

Fax: **919-930-8772**

www.salisburymoore.com

