

# Pete Samuel and *B.S.E.I.*

*From economic to extreme they're here for all your construction needs*

Growing up in Maryland, construction was never out of sight for Bryant "Pete" Samuel. His father, Pete, ran American Abstract Construction, a carpentry and welding firm, while his mother, Annette, owned Nettie Contracting, a residential home improvement company. As typically happens with family businesses Pete began his journeyman in construction at an early age.

Experiencing the ebb and flow of the construction business Pete longed to do something else. Then the Navy called. Still wanting to work with his hands he became an electronics technician after 2 years of electrical engineering school. Thinking electronics repair was the right choice at the time Pete settled into repairing communication units.

Completing his enlistment obligations with the Navy, Pete joined Gen Probe in San Diego, CA, performing maintenance for assembly lines. Then something life changing overcame Pete. He realized there was no self-gratification repairing electrical equipment. The equipment looked the same at the beginning of a repair as it did at the end of a repair. He needed to leave the corporate world.

Familiar with the Sarasota area, Pete left San Diego and moved in with a childhood friend, Mark Ochs. As fate would have it Mark's father, Howard, was a trim carpenter and introduced Pete to Coachman Homes. There he was shown the ropes of finish carpentry and 6 weeks later opened *Bryant Samuel Enterprises, Inc. (B.S.E.I.)* in 2003. Pete was now a 5th generation carpenter.

The next 6 years saw the *B.S.E.I.* team perform trim carpentry for many of the leading builders in the area. The homes ranged in size from

modest starter homes to 16,000 sq. ft. masterpieces. The time spent completing homes set in motion a thought with Pete, "What if I started home construction from a finish carpenter's viewpoint?" This thought was never far removed as *B.S.E.I.* continued to trim out homes.

While others languished, Pete stayed busy during the real estate downturn. In fact, a project with Beyond Design's Don Sutherland broadened his experience from residential into commercial construction. With Don's mentoring, Pete completed his first of many commercial projects, the Geckos restaurant on SR 70 in Bradenton, FL. From shell to completion it took all of 6 weeks. Don's advice during this first commercial endeavor was priceless and still rings true with Pete to this day.

Commercial taught Pete the need to run a project from rough framing to finish carpentry. This caused *B.S.E.I.* to add rough carpentry, window/door and siding to their residential repertoire. Now having most of the structural components of home building in place, Pete's thought of a grander scheme in home building took hold. "Once you know that much about home construction it's a very natural evolution to get your general contractors license," he shares.

With that said Pete earned his certified general contractor's license. With over 16 years of local experience, he has cultivated solid relationships with the region's most skilled and dependable subcontractors. These individuals, he says, provide the support *B.S.E.I.* needs to maintain a thriving—and diverse—client base. "We strive to maintain consistency not only in the quality of our work, but in the experience and satisfaction



of our clientele," he says.

"You don't hire a custom builder to work with his staff," he states. "I don't want to grow my business to a point where I become removed from my customers. It's vital to the success of each project that I can speak directly to my client at any time, and that I am available to answer questions and address concerns."

Though the process of building a custom home or undergoing a significant remodel isn't always easy, Pete strives to facilitate an experience that is as comfortable and stress-free as possible. Ongoing communication ensures that budget issues aren't left to chance.

"Only by hearing their ideas and truly understanding what the client wants can we help them achieve their goals."

With the finish trim carpenter speaking, Pete notes, "It is the insignificant-seeming details that can make a difference in a builder's ability to build a client's dream."

***Bryant Samuel Enterprises, Inc.***

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