



November 16, 2016

Mr. Scott Jennings, P.E.
SJ Construction Consulting, LLC
PO Box 37238
Honolulu, HI 96837

Letter of appreciation for professional services

Mr. Jennings:

Thank you for your time over the past two days bringing my staff up to speed on the ins and outs of HeavyBid. You made a great impression on my team and left them with all the tools they need to immediately increase efficiency and confidence in their use of the software.

I wanted to comment specifically on the value you brought beyond the basics of HeavyBid. You went the extra mile and assessed our current use of the estimating software as it relates to our accounting software and in-place cost coding. The guidance you provided regarding coding will greatly help us in both estimating and cost controls.

Lastly, I enjoyed our dinner together on the second night where you and I were able to talk about our common experiences in the industry. Not only was the time enjoyable, it was of great benefit to me to have your candid assessment of my operation.

Thanks again for your time and please do not hesitate to pass on my contact information should anyone wish to acquire your services. I would be happy to speak on your behalf.

Very truly yours,
BELARDE COMPANY, INC.

John F. Belarde
President

JFB/plc