



**KIBLER CONSTRUCTION COMPANY, INC.**

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EXCAVATING  
GENERAL CONSTRUCTION

March 18, 2017

Mr. Scott Jennings, PE, CCM  
SJ Construction Consulting, LLC  
PO Box 37238  
Honolulu, HI 96837

RE: Letter of references for professional services

Scott,

Thank you for recently spending two days in our corporate office with our project management and estimating team. As I'm sure you're used to, we have quite a team here full of personality, opinion, and years of knowledge in the heavy/civil industry!

We are a SHA (Maryland DOT) contractor and do a vast majority of our work in this state and for this owner. As we learned, within HCSS HeavyBid, this requires some special needs within the software. Your visit training our team on HCSS' HeavyBid was a needed and beneficial exercise.

We were unaware of the depths and complexity of the software, and are thankful for you taking the time to cater the training to our company specifically in the way of codebooks and downstream cost controls for our company.

Lastly, I want to thank you for the knowledge you brought to the table as a business executive. It was clear to me that you spent a significant portion of your career as a company owner, and this aspect of your "resume" only provided additional and unexpected value to the sessions.

Thank you again and please do not hesitate to have other potential clients contact me should they be inquiring about the quality of your services as a construction professional.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Jody P. Bell', written in a cursive style.

Jody P. Bell  
Chief Estimator