



January 31, 2017

To Whom It May Concern:

I am pleased to provide a letter of recommendation on behalf of The Peterson Company. Our project with Bret Stallcop and his team at Peterson is one of the best experiences I have had managing large industrial developments. We will not hesitate to work with them again in the future.

Hillwood was in due diligence to purchase a vacant 456,000 SF warehouse in the Indianapolis market when a full-building tenant showed interest. We partnered with Peterson due to their knowledge of the building and strong reputation in the local community. They provided detailed preconstruction and scheduling information to assist with the pursuit and were a critical component in gaining the confidence of the tenant through negotiations.

The tenant was a large discount retailer with a sophisticated supply chain team. Their very high demands included partial occupancy of the space immediately, requiring us to construct around their operations and coordinate closely to achieve an already compressed schedule. Additionally the design was fluid, yet budget and schedule closely guarded. Peterson succeeded in delivering a complex project to a demanding tenant within budget and on schedule.

While Peterson was great at the “blocking and tackling” of the construction project, what really set them apart is communication and trust. Developing a project while in another part of the country can be a challenge between travel demands and learning a new markets way of doing business. Great communication and a trusting relationship greatly reduced that challenge for me. Bret gained my trust by being honest and straight-forward. He communicated regularly, both the good and bad, and always had an honest answer or solution.

A key component of our success was that Peterson understood the complexity of each partner’s situation; what drove us. They managed the project with my financial obligations in mind, the tenants schedule and operational needs as a high priority, and their consultants numerous processes and procedures diligently. They are a partner that “get’s it”.

I highly recommend The Peterson Company as a partner in your development. Please feel free to contact me if you would like to discuss further.

Sincerely,

Mike D. Jones
Development Director
Hillwood Investment Properties