



February 7, 2017

To Whom It May Concern:

For the past 10 years our company leased warehouse and office space in the Indianapolis area for our business operations. In 2016 our company was leasing three warehouse locations at full capacity of approximately 100,000 square feet. With leases expiring in 2016 and having a need for more warehouse space, the company decided to buy land and build a new 200,000 square foot building to be the corporate headquarters and warehouse for the company in 2016.

We selected Peterson Construction to build our new building after interviewing a number of general contractors in the Indianapolis market. In addition to being competitive with the pricing of their bid, the management group at Peterson brought experience in bulk warehouses, had an in-depth knowledge of the development where we purchased our land, and had a great relationship with the local authorities that aided us during the construction process.

During all stages of the construction process, the project managers and partners of Peterson were always available to us for questions since we had no prior experience constructing a building. Initially we met bi-weekly to review that status of the project and toward the end of the project we met with their team on a weekly basis. We were always welcome to visit the job site and review the status of the building process.

We purchased our land in the spring of 2016 and with expiring leases, our company had to move into the new building in October of 2016. We had a tight construction timeline and Peterson delivered the building to us in October as planned. When there were issues during the construction process, we were notified of the issues and Peterson managed the building process to keep the project moving forward.

Not only did Peterson Construction deliver our beautiful facility on time, they also delivered the project on budget. They did not pass through any unanticipated change orders and they actually recommended a number of cost saving value engineering ideas throughout the process. Of the one hundred thousand dollar (\$100,000) cost contingency built into the contract, Peterson managed to only spend fourteen thousand dollars (\$14,000) of that amount, which also resulted in additional cost savings. They truly operated as a partner to us in all facets of the building process.

We look forward to using Peterson Construction again when we move forward with expanding our warehouse in the future.

If you have any questions, please feel free to contact me at (317) 559-4260.

Sincerely,

A handwritten signature in blue ink that reads "Michael E. Nash".

Michael E. Nash
General Manager

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