



September 1, 2017

RE: Reference for T&W Corporation

To whom it may concern,

This letter serves as a reference for T & W Corporation and the team members I have worked with in the past.

Several years ago, I had the opportunity to work with T & W on a challenging project in Fishers, Indiana. It was the site development and new building for Indy Collision. In my past life, I was a contractor and understand the commitment it takes to complete a tough job on time and on budget. On this project I was the owner's agent (representative) and had the opportunity to interview multiple contractors for the project. I was not familiar with T & W and was pleased with their interview and ability to understand what the owner needed and wanted in their facility. I subsequently recommended them for the project.

Over the course of the project I was able to see their team in action and am willing to be a reference for the following reasons:

- The T&W team worked well with the owner's architect. As the owner's agent I did not have to facilitate communications. They knew when to call and how to communicate any concerns to the design team.
- Their team was helpful in getting city approvals and permits into place.
- Doug Beamer, project developer and Andrew Huey, project manager, were instrumental in cost containment and moving the project forward.
- A project budget was established early and cost control measures were put in place. They provided a menu of value engineering alternatives and ways the owner could maximize his facility's return on investment. After the start of construction, they kept the project on budget. The only change orders were owner driven scope changes.
- Steve Davis, superintendent, kept the project on track even with a tight timeline and expedited schedule. The owner secured a new insurance client who was anxious for the project to open. This drove the schedule which T & W was able to meet, allowing the owner to secure a national client.



The point that sticks with me is that T&W made things easy. Simply put. They solved problems and were able to make the construction process flow. There was trust around the table and we were able to make the owner happy and satisfied that they had a quality building for a fair price.

Please don't hesitate to contact me with any question.

Sincerely,

Sincerely,

A handwritten signature in black ink that reads "Brad Benhart". The signature is written in a cursive style with a long horizontal stroke extending to the right.

Brad Benhart
Principal