



May 25, 2022

Ms. Trudy Petty
Petty and Associates
14027 Memorial Drive, #115
Houston, TX 77079-6826

Dear Trudy:

On behalf of JCI Contractors, I would like to extend a sincere thank you for the consultation services provided to our firm. In the early 2000s, I began to see the market in Georgia turn toward the construction management delivery method from design-bid-build contracting and knew our firm needed to adapt in order to thrive. After consulting with colleagues at AGC Georgia and several of my peers in the industry who spoke to your expertise and professionalism, we made the decision to retain your services in 2011.

Your involvement came at a pivotal time in the history of our company and I am grateful for your contributions to JCI's growth and success. I was impressed by the time and effort you put in upfront in learning about JCI, getting to know our team, our history, and the way our firm operated. This proved beneficial as we began to implement changes, develop marketing materials, and evolve our brand. From facilitating the design of our new logo and website, to developing brochures and proposals, writing and placing press releases, and assisting with interview preparation, your services benefited our firm in countless ways.

As our firm grew, it became clear that we needed to grow our in-house business development and marketing capabilities. Your coaching and professional development of our employees, assessment of marketing efforts to date, and input on marketing and business development goals for the future were fundamental to the growth we have experienced. During the five years you spent working with our firm, JCI made many advancements. I cannot thank you enough for your contributions in building the foundation of JCI's marketing efforts. I continue to value your guidance, expertise, and friendship.

Sincerely,

A handwritten signature in blue ink, appearing to read "Lyndy Jones". The signature is fluid and cursive, with a large initial "L" and "J".

Lyndy Jones
President

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