

TERRA NOVA

INDUSTRIES

GENERAL CONTRACTING CONSTRUCTION MANAGEMENT DEVELOPMENT & DESIGN

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April 17, 2015

To Whom It May Concern:

This letter is in regard to Nancy Kalter-Dills. As the owner of a general contracting company, I have had the pleasure to work with Nancy since 1993 on a variety of concurrent projects ranging in project type, scale and location. Some of the projects we have worked on together include California Café, Napa Valley Grill, Alcatraz Brewing Company, Sino Bar, Yucca de Lac, Waterbar, Epic Roasthouse, SF General-Wellness Kitchen, Edible Garden at AT&T Ballpark and Dominican University (to name a few).

I have enjoyed working with Nancy because she is able to provide a balance and insight between contractor, clients and consultants. She is very easy to work with, a good listener and able to interpret requests and negotiate solutions for amicable results. Her knowledge of restaurant design and construction is of the highest quality. She has always aided in evaluating and determining the construction budget due to her understanding of the process and is considerate of the project and team members needs. Scheduling is a high priority for her and she is able to define schedules clearly and keep the project on course.

Above all, Nancy has always been a loyal and respectful member of every team we have been on together. I look forward to continuing to work with her in the future.

Sincerely,



Ronald L. Taylor

President

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