

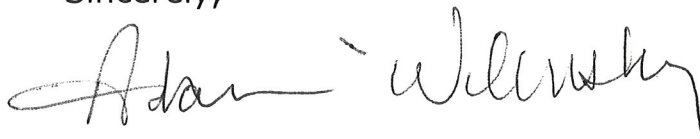
January 15, 2018

To whom it may concern:

I am writing to recommend the continuation of services provided by the J. Beard Management, Winston Terrell team for the Metropolitan School District of Washington Township. Without the engagement of their team and the commitment of the MSD of Washington Township to diversity, Smoot Construction, more than likely, would not have had the opportunity to be considered for this work. Smoot Construction, a 72 year old entity, is one of the largest minority-owned firms in the United States, with offices in Indianapolis, Washington DC, and Columbus Ohio. We have participated on major Indiana projects such as: Conseco Field House (now known as Banker's Life), the Indianapolis International Airport, Lucas Oil Stadium, The new Eskenazi Hospital and the Indianapolis Public Library. In the early stages of all the projects listed above, there was an advocate for minority participation that provided opportunities for diverse companies.

Again, I highly recommend the J. Beard/Winston Terrell team.

Sincerely,



Adam C. Wilensky, LEED AP
Regional Executive