



Joseph D. Salama, President  
S-Works Construction Corporation  
14516A Lee Road  
Chantilly, VA 20151

August 3, 2020

Re: Testimonial for S-Works

Dear Joe,

I'm writing this letter to you today in the hope that you will share it with your future prospective clients.

As a project manager for Cushman & Wakefield's construction projects, I experience the usual pressure to deliver a high quality job for the best price to our corporate clients. These clients are often based in remote locations and they depend on us and we in turn depend on our contractors to be the eyes carefully watching the site.

Within the past year we have executed several projects at the Dulles Woods III, industrial facility in Chantilly, Virginia. On project number one, S-Works Construction was the low bidder whom we were introducing to our client. By the third project, our client was asking that we negotiate the work with S-Works so that they would remain on the site. The reason was the level of service. S-Works President, Joe Salama personally took the time to learn the specifics of the property and the functional systems of this warehouse building. What was learned on project number one, was integrated into S-Works proposals for the following projects. As a result, projects were delivered with very few surprises and few change orders. When a condition at the site did warrant a change order, the work was documented carefully and fully explained making it relatively easy to explain up the chain of ownership.

Two of our projects at Dulles Woods III were time critical, driven by a need for tenant occupancy. S-Works met each deadline with a measured, actively planned approach. There was no panic at the end, just smoothly delivering the projects for our client and for the tenants. In fact, this impressed the tenants, to the point that they were hiring S-Works themselves for internal construction needs.

I certainly recommend S-Works as an efficient, on-time and well managed company that I will engage again when the opportunity arises.

Sincerely,

A handwritten signature in black ink, appearing to read "Brad Mellor", with a long horizontal flourish extending to the right.

Brad Mellor, VP  
Cushman & Wakefield Project Management