



May 1, 2015

To whom it may concern,

I am writing this letter to acknowledge the outstanding work provided by Kyle Copelin and his team at EPOCH. My company has engaged EPOCH for new construction and renovation projects over the past several years. I believe the thorough approach taken by Kyle in all phases of each project truly captured the design elements we imagined, but could not form on our own.

Kyle and his team devote a significant amount of time up front identifying the deliverables of each project. In my experience many construction outfits and designers do not practice their self-proclaimed "listen first" approach; Kyle does! I firmly believe Kyle's detailed planning allowed us to spend far less time backtracking and all but eliminated surprises and change orders during construction.

Kyle and his team also did a fine job adjusting to our pace which was often erratic while continuing to make us feel that we were top priority. This flexibility and nimbleness was appreciated by our entire team.

Kyle's knowledge of building trends and code coupled with his deep experience in architectural design and project management was further validated with each project. Kyle is detail oriented and demands that same care of everyone he recommends to each project.

If at the end of the day you value integrity and a team member who will always put your best interests first? The choice is simple; make Kyle and EPOCH a partner in your project.

With Regard,

A handwritten signature in blue ink that reads "Kenneth D. Petty". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Kenneth D. Petty
President, Indiana Carton Company Inc.