



Mr. Thomas L. Cover, President  
SCA  
P.O. Box 7202  
Wilmington, DE 19803

September 22, 2015

Dear Tom:

On behalf of the Building Committee, the Board of Directors and the Membership of the Wilmington Country Club, it gives me great pleasure to recommend that SCA, Inc. be considered to receive an *Excellence in Construction Award* for their role as the Construction Manager for our recently completed Clubhouse Improvement Project.

As a leader in the world of private clubs, we entered into the expansion and improvement project to our fifty-five year old building with great caution. The work proposed to be done to the Wilmington Country Club Clubhouse had the potential to be an extremely volatile project. We were going to be making significant changes to our member's "home away from home". In the past, your firm has guided us through several renovations and facelifts, but this was going to be different. This was "real construction". It was going to take more than a year to complete and dramatically impact how our members could use their club in the process. Furthermore, private clubs have a way of complicating things. It was the Club's decision to use Architects and Engineers from Atlanta, with Decorating and Design coming out of Washington DC. While the level of expertise these firms brought to our project was evident, the long distance relationship would pose challenges that had to be overcome and coordinated if the result were to be delivered on time and within budget.

You and your firm performed masterfully. The team of professional contractors you assembled and directed to make our dream become a reality worked through a myriad of issues. In the end, they delivered a truly special facility - one that our members are incredibly proud to call their own.

It is our understanding that this award is presented to an organization that has demonstrated quality, safety, craftsmanship, creativity and ingenuity in their work. These are all required aspects of your trade; however, we, as a customer, believe that the measure of a truly outstanding organization is when those aspects technical to their function are blended with the sincere desire to accommodate the client. A "can-do" attitude is often the only discerning factor that determines whether a company excels at what they do or simply fulfills their obligation. SCA's ability to recognize and be sensitive to our needs has shown us that you not only understand, but effectively practice this subtle concept.

Once again, you have earned our respect and our business. We look forward to continuing our relationship whenever the need for construction improvements are necessary.

Congratulations on a job well done!

Sincerely,

A handwritten signature in black ink, appearing to read "P. Iannelli".

Philip S. Iannelli, CCM  
General Manager and Chief Operating Officer  
Wilmington Country Club