



June 25, 2012

TO WHOM IT MAY CONCERN

Subject: Letter of Recommendation for Lady Deborah, Inc.

IAP-Hill has performed the NAVFAC Regional Base Operations Services contract for the Jacksonville, FL area for almost 12 years since October, 2000. We have had a partnership with Lady Deborah (LDI) as a subcontractor for Janitorial Services at a number of buildings including our primary office facility at NAS Jacksonville from the early years of our contract. When, in 2004, our contract was modified to add the facilities at Blount Island Marine Base, we brought LDI along with us – a rather large addition to their subcontract.

Through the years, we have had an open and pleasantly professional relationship with their management and with all of their supervisors and employees. LDI has been a most reliable performer throughout the years and we have received a number of complimentary letters from various customers with their appreciation. At one point, LDI volunteered to change their work hours at one of the Marine facility buildings to a night-time shift to better accommodate the functions of the customer. LDI is an employee-friendly firm with accountable, “hands-on” leadership. IAP-Hill and our supported military customers have appreciated LDI’s focus on providing timely, quality performance in support of the Navy/Marine Corps’ missions.

Because of our comfort with their day-to-day performance as well as our trust in their integrity, in October of last year we nominated their president, Deborah Williams, as Small Business Person of the Year in SBA’s Small Business Awards Program.

Lady Deborah, Inc. is a company that we would definitely seek out for any future janitorial needs.

Sincerely,

A handwritten signature in blue ink that reads "Leonard P. Scullion".

Leonard P. Scullion, PE  
General Manager, IAP-HILL, LLC