

To Whom it May Concern,

Becoming a part of HEDCO was a complete game changer for Blake Contracting, llc. We are a small Woman Owned General Contractor focused primarily on Town, State and Federal Projects. I have 30 years experience in the Construction industry both running and office and in the field but, due to multiple personal set backs, I lacked the resources to really get my new business off the ground in the last 5 years. Prior to the support of HEDCO, I was really struggling with financing and bonding. Within 15 months of having HEDCO's support, I have been able to hire staff and begin bidding on and executing larger scale projects. To put it in perspective, in the 12 months from January 2015 through December 2015, we had approximately \$250,000 in sales. This year, just 3 months into the year, we have already met and exceeded that number. There is no doubt in my mind that this positive gain in momentum would have been possible without the following ways in which HEDCO Supports us.

1. The access to capital with the revolving loan allowing me to feel confident bidding, winning, and completing projects.
2. Offering leads on different programs to help fund the hiring staff which inevitably allowed me to expand.
3. Obtain bonding which is required for the majority of bid processes.
4. Support with all of the certification and licensing processes.
5. Access to an office space and conference room for meeting with Prospective clients.
6. Networking with other contractors and subcontractors housed in the same Business Resource center.
7. The Educational opportunities for myself and my staff to expand our knowledge in the field.

A turn of events had me on my knees when I walked through HEDCO's door and needed their help. I completely trust the organization, the personnel, and their support and advice in the best interest of my business. HEDCO is, without question, the ONLY way we could have gotten Blake to where we are. Thank you so much for your support.

Respectfully,



Anna Badera

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