



## Vega Independent School District

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February 12, 2017

To Whom It May Concern,

I consider it a privilege to write a letter of reference for Southwest General Contractors. During the interview process, this company set themselves apart as a firm that strived to hold themselves to the highest standard of ethics when conducting business. In the 17 months since we engaged with Southwest, they have shown consistently that they are indeed a company of individuals with high ethical standards.

First and foremost, I have been impressed with the accessibility that I have had with the individuals involved with our different projects. This goes beyond the scheduled weekly meetings where one would expect to have regular contact with representatives from the company. My emails receive timely responses, typically on the day that I send them. I have cell phone numbers to all the individuals whom I interact with, and they always answer my calls; even after hours and on the weekends. Steve Duncan, our project manager, has been a constant at every board meeting, unless he has an unavoidable conflict. I cannot overstate how pleased I have been with the accessibility of the members of the Southwest team.

Another area that has exceeded my expectations is in the area of budget and timelines. While we have not completed all of our projects, we have completed the utilities relocation project as well as the auditorium renovations. The utilities relocation project was completed on time and was \$16,149 under the Opinion of Probable Cost. The auditorium renovation was also completed on time and the District actually received a check back as the overall cost of the project was less than the Guaranteed Maximum Price. While we are still working on the main project, I anticipate that Southwest will complete the project well in advance of their projected completion date.

The final aspect that I would like to address is that Southwest truly means what they say when they talk about a partnership with the owner. The building process is stressful, on all parties, but Southwest always brings the issue at hand back to the impact that it will have on the owner. They understand where we are at with our budget, and have gone above and beyond to make sure that our overall project will be something that our community will be proud of, and will be within the budget. Southwest has stepped up on some issues that could have had a negative impact on our budget, and worked with the subcontractors to ensure that the District would be negatively impacted as little as possible. In fact, on a few occasions, Southwest has covered the cost on their own, with no questions asked.

I assure you that, if given the opportunity, this company will exceed your expectations. Southwest does not talk about going the extra mile, they simply just go the extra mile because that is the type of company they are. It is just expected and demonstrated from the top down. If you have any questions, please do not hesitate in contacting me.

Sincerely,

A handwritten signature in black ink, appearing to read 'Paul Uttley'.

Paul Uttley, Ed.D.  
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Vega ISD

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